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Vol. 3

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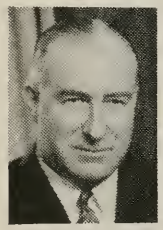

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President
Walkup Drayage Company

November Industrial Expansions . . .

By the Chamber's Industrial Department

Approximately 715 new factory jobs will be provided in San Francisco by 17 plant expansions and 17 new industrial ventures tabulated during November 1945 by the Industrial Department of the San Francisco Chamber of Commerce.

The 34 new plants and expansions represent expenditures of $1,528,000, compared to eight new plants and five expansions with outlays of $780,000 reported for October 1945.

November developments for Northern California and the Bay Area represent 68 new plants with $7,291,500 in investments and 45 factory expansions with outlays of $2,422,400, for a total of 113 new plants and expansions aggregating expenditures of over $9,713,000.

• **Total private industrial expansion** for Northern California for 1945 up to December 1 includes 392 new factories and 321 plant expansions with outlays of $126,455,845.

Some of the outstanding November developments for the area are:

• **Simmons Co.,** 295 Bay Street, San Francisco, is reconverting to peacetime manufacture of beds and mattresses, and is currently producing about 25 per cent of its pre-war volume with some items not yet in production. The company will employ 200 more workers than before the war, an increase of about 40 per cent.

• **Schlage Lock Co.,** 2201 Bayshore Blvd., San Francisco, is installing some $450,000 of new equipment and is nearly doubling size of metals finishing department. Productivity of plant will be increased through multiple operation techniques perfected during the war. The company expects about 50 per cent increase in sales of its lock and hardware products over pre-war demands.

• **Berkeley Tool & Die Co.,** with plant at 1741—5th Street, Berkeley, and offices at 116 New Montgomery, San Francisco, plans plant expansion. Company has converted to peacetime operations, producing harness snaps, hose couplings, fluorescent lighting fixtures, and toy pistols. Over 100 persons are now employed, representing an increase of 70 per cent over war production.

• **Westinghouse Electric & Manufacturing Co.** announced plans for manufacturing unit type electric heaters under license granted by Wesix Electric Heater Co., San Francisco. Manufacturing will be done in Westinghouse plant at Emeryville.

• **Dow Chemical Co.,** Pittsburg, Contra Costa County, plans to erect addition to chemical plant including biological laboratories, chemical laboratories, greenhouse, and administration offices.

• **General Petroleum Corporation,** 417 Montgomery Street, San Francisco, started construction of a 30,000,000 cubic foot gasoline reduction plant at Burrel, Fresno County, to cost $2,500,000.

• **Merlino Macaroni Company,** 82nd Avenue, Oakland, started construction of a two-story reinforced concrete factory to cost $50,000.

• **Liqua-Zone Company,** Healey Way and Tully Road, San Jose, is commencing construction of $100,000 soap factory on five-acre site at above location.

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Bay Region Factory Growth Leads State

Industrial expansions in the San Francisco Bay Area led the entire state during the first 10 months of 1945, recording figures nearly twice the amount reported by Los Angeles.

This contradicts an "inaccurate and misleading published report to the contrary," according to G. L. Fox, manager, Industrial Department, San Francisco Chamber of Commerce.

• **A total of $116,741,945** was spent for expansions alone in northern California, 90 per cent of which were in the Bay Area. This figure exceeds by $53,114,715 the total of $63,627,230 spent by Los Angeles industries.

The 10 months figure of $116,741,945 covers $63,683,545 for 275 expansions and $53,058,400 for 324 new factory projects in northern California. Los Angeles expansions for the same period amounted to $41,960,230 and new factories $21,667,000, making a total of $63,627,230, according to the Los Angeles Chamber of Commerce.

The Bay Area's high rate of growth continued through November with a total of $9,713,000 in outlays for new plants and additions for northern California. Comparable November data for the south are not available.

August was northern California's biggest month, recording projects totalling $35,583,000. October was the high month for Los Angeles, reporting a total of $26,639,000 for new industrial developments.

Wilbur Will Open Institute of World Trade January 24

Brayton Wilbur, newly-elected president of the San Francisco Chamber of Commerce, will address the opening session of the Institute of World Trade on Thursday, January 24.

The Institute is being sponsored by the Bay Area Postwar Planning Committee, under the chairmanship of Charles Romanowitz, in cooperation with the Extension Division of the University of California. Sessions will be held on January 24, 25 and 26 at the Extension Division's auditorium, 540 Powell Street, San Francisco.

Romanowitz urges manufacturers and others interested in attending the sessions to register immediately upon receipt of the descriptive brochure which is now in the mail.

Establishment of State Aviation Agency Favored by C of C Board

Legislative creation of machinery for California participation in any Federal airport aid program enacted by Congress has been urged by the Board of Directors of the San Francisco Chamber of Commerce.

The Board urged that any State aviation agency be restricted in its powers to:

(1) Receipt and disbursement of funds made available under any Federal airport aid program which calls for state participation as a requirement for the receipt of airport aid funds from the Federal government.

(2) Conducting, with adequate and qualified personnel, a study of California airport needs, leading to development of a series of master airport plans wherein the efforts of local communities and private enterprise could be coordinated to create a network of airports adequate to meet requirements.

(3) Promotion of public interest in aviation to the extent that California may retain and expand its already existing reputation for nation-wide leadership in every phase of aviation.

In a note of caution, the Board pointed out that control and regulation of aviation by several or each of the 48 states could only lead to duplications and conflicts which would hinder the growth of aviation.

The Board offered duplication and conflict as behind its opposition, at this time, to legislation in California which would give regulatory power, economic or otherwise, over aviation to a state agency, preferring that such control be left to the Federal government.

A coordinating, liaison and promotional agency, without regulatory power could, however, contribute real value to aviation in the State, the Board asserted.

New Recognition for Western Steel Market

Increasing importance of the western steel market is reflected in information just received by the industrial departments of the Oakland and San Francisco Chambers of Commerce from S. C. Pohlmann, vice president and general manager of the California Wire Cloth Corporation.

• **Bay Area Operations**

According to plans perfected by E. P. Holder, president of the Colorado Fuel & Iron Corporation, with offices in New York, the California Wire Cloth Corporation has been named to direct and manage C. F. & I.'s sales and service operations in Washington, Oregon, California and Nevada from Bay Area headquarters. The California corporation has a general office and a plant in Oakland, offices and a warehouse in San Francisco, a plant in South San Francisco and a Los Angeles warehouse.

C. F. & I. operates one of the West's basic steel industries in Colorado and the centralization of western sales headquarters in the Bay Region is expected to improve services to western fabricators. In its new sales and service program, California Wire Cloth Corporation, in addition to their own operations, will represent Wickwire-Spencer Steel Division, Wickwire-Spencer Metallurgical Corporation, Coburn Trolley Track Division, the American Wire Fabrics Corporation and C. F. & I.

The new program will assure western steel users of additional supplies from western sources and is another recognition of the growing importance of the iron and steel industry in the West by eastern interests, according to the chambers of commerce.

Bay Region Business

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Increase of 500,000 U.S. Business Firms Forecast by End of 1947

A net increase of approximately 500,000 business concerns in the United States by the end of 1947 has been forecast by Henry A. Wallace, Secretary of Commerce.

● **Most of the increase,** Wallace said, will occur in the retail and service industries, with a considerable increase also taking place in the field of construction.

Wartime restrictions and scarcity of materials caused a drop from a peak of 3,341,000 business firms in 1942 to 2,840,000 by the first of 1944. By the end of this year, however, about three-quarters of the wartime deficit in the number of firms will be made up, according to Wallace.

Watsonville C of C Asks Truman Appointment of Westerner to C. A. B.

Support of President Harry S. Truman in the appointment of a Westerner to the Civil Aeronautics Board has been urged by the Watsonville Chamber of Commerce in a letter to the Chief Executive.

"The West, as you well know, is an air-minded region of the country," stated Don O. Colegrove, Chamber president. "Its future development depends in large measure upon developing air service. We believe the appointment of a Western man to the Civil Aeronautics Board would stimulate interest in and give representation to aviation on the Pacific Coast."

Future Air Hours from S. F.

Flying time between San Francisco and major world cities will be drastically cut when new luxury airliners are put into operation, according to aviation developments reviewed in the December 27th issue of *Bay Region Business*.

● **A comparison** of prospective flying hours presented in this Chamber survey with present actual figures supplied by Pan American Airlines reveal the following future savings in flying hours:

San Francisco-New York, cut from 11 to 8 hours; San Francisco-Ottawa, from 12 to 9 hours; to Mexico City, from 8 to 6 hours; to London, from 25 to 18 hours; to Paris, from 26 to 19 hours; to Moscow, from 31½ to 20 hours; to Rio de Janeiro, from 27½ to 22 hours; to Manila, from 35 to 23 hours; and to Singapore, from 41 to 28 hours.

Certain Restrictions on Exports Lifted by Dept. of Commerce

Certain restrictions on exports have been relaxed, effective January 1, according to word received by the Washington office of the San Francisco Chamber of Commerce.

● **The registry-number system,** which was established in September, 1945, for the purpose of controlling imports into the Philippine Islands, has been discontinued.

Certificates of Essentiality covering imports into the Union of South Africa are also no longer required. For the first quarter of 1946, however, pending export license applications which bear Essentiality Certificates will receive priority consideration over applications lacking the certificates.

TWA Inaugurates Air Freight Service to East, Middle West

A new service inaugurated by Transcontinental & Western Airlines on January 1 will provide San Francisco with direct air freight service to middle western and eastern cities, according to an announcement by TWA District Manager G. R. Thornton.

● **Direct Service to East**

The service, which will be operated with twin-engine and four-engine aircraft, will offer a minimum of two daily cargo flights at reduced rates. Expansion of this service is scheduled when new equipment is available.

San Mateo C of C Urges Use of Parking Meters

Installation of parking meters in San Mateo is one of the projects on the 1946 calendar of the San Mateo Chamber of Commerce, it was learned today.

● **Following a survey** of six Bay Area Communities where parking meters are now in use, the Parking Problems Committee of the Chamber, headed by Chairman Jack Howard, recommended to the Chamber's board of directors that San Mateo install parking meters on a trial basis.

The Board reported this stand by the merchants to the San Mateo City Council, which has instructed the City Manager to ask for bids on the installation of parking meters soon.

Kaiser Sets Construction Goal of 10,000 Homes During 1946

Construction of ten thousand houses during 1946 is the goal that has been set by his company to meet the crucial housing shortage, according to Henry J. Kaiser.

Speaking over a national broadcasting network recently, Kaiser forecast an unparalleled housing demand which cannot be satisfied in 1946, 1947 or even in 1948.

He declared that his organization, which is now building a house a day, has set a goal which will reach 30 houses a day in April, with whatever increase is necessary to complete 10,000 houses by the last day of December.

According to Kaiser, hundreds of acres of land have been purchased for this purpose, and more than half of the required building lots are already under development.

RFC Calls for Bids On Geneva Steel Plant

The Reconstruction Finance Corporation has called for sealed bids or proposals for the purchase or lease of the Government-owned steel plant at Geneva, Utah, it has been announced.

Results will be of decisive significance in regard to objectives of the San Francisco Chamber's Iron & Steel Section and the Western States Council's Steel Committee.

● **Bids or proposals will be opened** in the RFC's Washington office on March 1.

Property surplus to Government needs includes a steel plant at Geneva, coal mines at Columbia, iron ore mine facilities at Cedar City, and quarry facilities at Payson, Utah.

Reprints Special Issue Available

So many requests have been received by the San Francisco Chamber of Commerce for copies of the Bay Region Business special issue of December 27 that the Chamber is making available a second printing of this issue.

This issue, entitled "San Francisco Bay Area Outlook for Business & Industry," is so designed that it might well serve as an easy-to-use reference and promotion piece for Bay Area firms with Eastern offices or those interested in presenting general facts and advantages of the Bay Area.

SEE BUSINESS ACTIVITY ON INSIDE PAGES

General Business Activity

Thumb Nail Sketch: by the Research Department

• TREND

Substantial developments in the Bay Area during 1945 resulted in the attainment of new highs in several fields of activity in San Francisco including financial transactions, postal receipts, airport traffic, retail sales, real estate sales, and utilities. At the same time commercial failures shrank to an all time low based on the 11 months cumulative.

Although it is yet early for complete year-end reports on the Bay Area activity, there is increasing evidence that many new all time highs for the year's activity were established in this area despite the rapid decline in employment and payrolls in the manufacturing industries and freight movements due to cutbacks in war industries and work stoppages.

The numerous temporary work stoppages in industry due to labor disputes, wage rates, prices and cost absorption experienced in the closing months of the year must be settled before real progress can be made toward supplying the pent-up civilian needs in housing and other essential items where there are such tremendous back-logs.

Bay Area bank debits for the 11 months cumulative of $24,772,414,000 were approximately one and one-half billion dollars above the same period last year or 6.7 per cent while transactions for the full year are expected to exceed twenty-seven billion dollars compared to about eleven billion dollars in 1940.

Retail sales which have been running between ten and thirteen per cent above last year in the Bay Area are expected to amount to nearly two billion dollars compared to only nine hundred million dollars in 1940.

Cumulative freight car movements for the San Francisco-Oakland switching limits for 11 months were 1.4 per cent under last year but November was off nearly one-quarter compared to the same month last year.

Payrolls in the manufacturing industries in the San Francisco-Oakland industrial area will average out for the year 1945 nearly four times the 1940 prewar level. The November reports reveal shrinkage to about one and one-half times the prewar base.

• EMPLOYMENT OPPORTUNITIES

Unfilled openings on file in offices of the U. S. Employment Service serving the Bay Area totaled 16,638 at the close of the first week in December.

Of the total, 64.6 per cent required skills and abilities not generally found in the present available labor supply, reported as primarily composed of released war workers heavily weighted with those in unskilled and semi-skilled occupations. Actually, 40.6 per cent of all openings were for clerical workers, the majority requiring some specialized training. The ratio of general referrals to contacts at the U. S. E. S. offices is reported at 9.9 per cent compared to 25.8 per cent for World War II veterans. Only about 72 per cent of the total unemployment claims filed by workers are compensable.

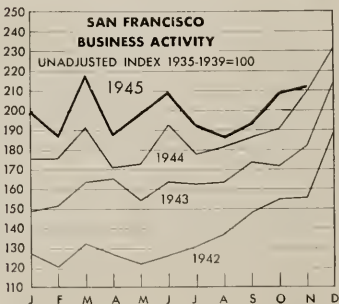
• TRADE

Bay Region department stores reported November sales 5 per cent above last November with 11 months cumulative up 11 per cent, while 22 apparel stores reported November sales 15 per cent above last November with the 11 months cumulative up 14 per cent.

Department stores sales for the Central Valley were up 10 per cent above last November, and 11 months cumulative was also up 10 per cent. Sales in Los Angeles Area for November were up 14 per cent and 13 per cent for the 11 months cumulative. San Diego November sales were off 6 per cent but up 3 per cent for the 11 months.

Retail sales of independent stores for the 10 months in the Bay Area cities reported by the Bureau of the Census were generally above the same period last year with Berkeley up 9 per cent, Oakland 9 per cent, Palo Alto 7 per cent, Pittsburg 19 per cent, San Francisco 10 per cent, San Jose 10 per cent, and Santa Rosa 19 per cent. In San Francisco among the independent retail stores, sales for the first 10 months compared to the same period last year were led by the apparel group with a gain of 23 per cent; hardware store sales were up 16 per cent, eating and drinking places 12 per cent, drug stores 11 per cent, motor dealers 8 per cent, and furniture stores 5 per cent.

In the wholesale field on the Pacific Coast October sales were up 4 per cent over last October with the 10 months cumulative up 2 per cent compared to the United States increase of 9 per cent and 2 per cent respectively.



• MANUFACTURING

The manufacturing industries in the San Francisco-Oakland industrial area during November were employing 84,600, of which 48,800 were in the durable and 35,800 in the non-durable. In October the wage earners totaled 134,600 and in November last year 237,400. While November employment compared to last November was off 64.3 per cent and payrolls 74.9 per cent, the 11 months cumulative was off only 28.6 per cent in employment and 31.3 in payrolls.

In the non-manufacturing industries most lines continued to show increases in payrolls with wholesale trade up 2.4 per cent, retail trade 6.5 per cent and hotels 11.4 per cent, but laundry and cleaning were off 2.6 per cent.

• GENERAL BUSINESS

General business activity in November measured by our index at 211.2 was a bare 0.7 per cent above last November and carried the 11 months average 8.1 per cent above the same period last year.

• COST OF LIVING

Cost of living in the San Francisco and Bay Area according to the U. S. Department of Labor index for November at 134.4 was up 2.1 per cent over last November compared to 1.9 per cent in Seattle, 3 per cent in Los Angeles, and 2.1 per cent for the nation as a whole.

Food costs were up 3.6 per cent, clothing 2.9 per cent, rent 0.4 per cent, fuel and ice 0.3 per cent and miscellaneous 1.5 per cent. House furnishings were 4.7 per cent under last November. The cost of living index average for the 11 months period was 2.6 per cent above the same period last year.

NOVEMBER SURVEY OF BUSINESS CONDITIONS IN SAN FRANCISCO

BRANCH OF ACTIVITY	NOVEMBER 1945	NOVEMBER 1944	PER CENT CHANGE	11 MONTHS 1945	11 MONTHS 1944	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY						
S. F. C. of C. Index 1935-39 Avg. = 100	211.2	209.7	0.7	199.1	184.2	8.1
CONSTRUCTION PERMITS						
Total (number)	545	256	112.8	5,028	3,717	135.3
(value)	1,621,469	506,501	220.1	14,274,321	11,016,620	129.6
Residential, New (number)	143	49	191.8	1,447	1,243	16.4
(value)	786,300	171,050	359.7	7,783,625	7,078,625	10.0
Single-family Dwellings, New (number)	141	49	187.7	1,064	1,169	-9.0
(value)	764,700	171,050	347.1	4,886,475	3,998,800	22.2
Non-Residential, New (number)	24	9	166.7	129	94	37.2
(value)	326,995	81,850	299.5	2,525,820	639,640	294.9
Additions, Alterations & Repairs (number)	378	142	166.2	2,629	1,757	49.6
(value)	508,174	240,661	111.2	3,737,207	3,176,270	17.7
Installations (number)	....	56	....		724	
(value)	....	12,940	..	.	142,074	.
REAL ESTATE						
Sales (number)	1,596	1,224	30.4	14,744	12,404	18.9
(value)	22,544,370	11,541,260	95.3	162,830,168	116,844,677	39.4
Mortgages & Deeds of Trust (number)	1,341	1,044	28.4	....	11,546	....
(amount)	11,836,017	6,592,664	79.5	....	87,854,292	.
Releases (number)	....	1,214	....	....	12,957	
(amount)	....	9,126,131	....	.	92,643,471	
RETAIL DEPARTMENT STORE SALES						
San Francisco (index)	276	259	6.6	201	178	12.9
FINANCE						
Bank Debits ($000)	1,769,511	1,711,775	3.4	19,153,398	17,798,954	7.6
Bank Clearings ($000)	1,379,305	1,303,068	5.9	14,238,702	13,418,465	6.1
Postal Receipts ($)	4,812,618	3,022,433	59.2	46,828,374	30,375,743	54.2
San Francisco Stock Exchange (no. shares traded)	1,212,752	446,262	171.8	8,373,220	5,461,311	53.3
(market value)	20,740,451	9,648,204	115.0	164,400,709	91,812,374	79.1
COMMERCIAL FAILURES (number)	1	0	....	9	12	25.0
Liabilities ($)	1,000	0	....	184,576	293,291	-37.1
Assets ($)	0	0	....	19,421	173,774	-88.2
EMPLOYMENT & PAYROLLS Bay Area (5 Co.'s) (a)						
Employment (index)	100.9	282.9	-64.3	217.1	304.2	-28.6
Payrolls (index)	154.3	613.7	-74.9	399.8	582.3	-31.3
NON-MFG. INDUSTRIES (5 Co.'s) (a)						
Laundering, Cleaning, Dyeing (payroll)	157.1	161.3	-2.6	156.1	158.0	-1.2
Wholesale Trade (payroll)	146.7	143.3	2.4	150.7	142.9	5.5
Retail Trade (payroll)	154.7	145.2	6.5	140.6	132.3	6.3
Hotels (payroll)	220.1	197.5	11.5	205.0	186.8	9.7
PLACEMENTS IN SAN FRANCISCO - U. S. E. S.	6,208	12,750	51.3	106,034	134,036	-20.9
Industrial Placements (number)	5,097	11,511	55.7	92,687	121,210	-23.5
Commercial Placements (number)	1,111	1,239	-10.3	13,347	12,826	4.1
TRANSPORTATION						
Freight Car Movements (number)	23,467	30,607	-23.3	328,373	338,990	-3.1
San Francisco Airport Traffic (no. planes)	3,362	2,008	67.4	30,611	18,179	168.4
(no. passengers)	43,500	26,196	66.1	408,185	233,314	75.0
Express Shipments—Rail (number)	433,313	355,620	21.8	3,888,059	3,346,284	16.2
Air (number)	13,933	9,861	41.3	122,255	91,561	33.5
Air Mail Loaded (pounds)	1,475,814	1,044,692	41.3	19,193,445	8,812,299	117.8
WORLD TRADE—San Francisco Customs District*						
Vessel Arrivals with Cargo (number)	42(1)	....	....	462(2)	656(3)	....
(net registered tons)	186,000(1)	....	....	2,009,000(2)	2,980,000(3)	....
Vessel Departures with Cargo (number)	84(1)	....	....	1,228(2)	1,259(3)	....
(net registered tons)	380,000(1)	....	....	5,330,000(2)	5,346,000(3)	.
Exports—Value (millions of dollars)	. ..	....	....	303(4)	646(5)	.
Quantity (millions of pounds)	....	....	....	4,132(4)	4,760(5)	
Imports—Value (millions of dollars)	....	....	....	69(4)	85(5)	
Quantity (millions of pounds)	....	....	....	1,080(4)	1,140(5)	
UTILITIES & SUPPLY DEVELOPMENTS						
Electric Energy Sales Index (k.w.hrs.)	180	185	-2.7	183	168	8.9
Industrial & Commercial Gas Sales (cu.ft.)	965,093,900	1,094,691,900	11.8	11,805,347,800	10,518,356,900	12.2
Water Consumers (net gain)	273	106	157.5	2,183	1,969	10.9
Tourist & Settler Inquiries (number)	126	85	48.2	1,371	688	99.3
DAIRY RECEIPTS, FRUITS & VEGETABLES						
Butter (pounds)	2,158,994	4,261,962	-49.3	44,043,942	45,951,095	-4.2
Cheese (pounds)	999,917	1,328,427	-24.7	14,810,829	14,579,459	1.6
Eggs (cases)	75,966	102,746	-26.1	1,350,241	1,629,073	-17.1
Poultry, Dressed (pounds)	4,454,685	4,868,945	-8.5	23,312,481	31,371,781	-25.7
Fruits & Vegetables (carlots)	1,900	1,835	..	21,329	22,268	-4.2
LIVESTOCK SLAUGHTER (b) (total number)	185,796	195,243	-3.5	2,188,911	2,310,538	-5.3
Cattle (number)	46,350	41,940	10.5	476,960	397,180	20.1
Calves (number)	14,041	14,979	-6.3	141,007	151,790	-7.1
Sheep and Lambs (number)	92,044	95,990	-4.1	1,249,115	1,099,840	23.7
Hogs (number)	33,361	42,334	-21.1	321,829	661,728	51.4
SAN FRANCISCO LIVING COSTS 1935-39 Avg. = 100						
Food (index)	151.5	146.3	3.6	147.7	143.0	3.3
Clothing (index)	144.7	140.6	2.9	142.8	136.6	4.5
Rent (index)	(106.4)	(106.0)	0.4	(106.3)	(106.2)	0.1
Fuel, Electricity & Ice (c) (index)	92.9	92.6	0.3	92.8	92.5	0.3
House Furnishing Goods (index)	132.2	138.7	-4.7	132.0	130.3	1.3
Miscellaneous (index)	133.1	131.1	1.5	132.5	128.5	3.1
All Items (index)	134.4	131.6	2.1	132.5	129.1	2.6

*World Trade data is being reestablished as rapidly as released from official sources. (1) September, 1945; (2) 9 months, 1945; (3) Full year, 1944; (4) Full year, 1944 (latest available); (5) Full year, 1943 (latest available).

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisdo Chamber of Commerce.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72 and refer to the Trade Tip's number. Asterisks indicate that names and addresses of references are on file.

VISITORS TO SAN FRANCISCO

AUSTRALIA—Mr. Norman McLeod, general manager of McLeod & McLeod, 134 Castlereagh Street, Sydney, N.S.W., is visiting San Francisco for the purpose of contacting manufacturers of electrical appliances, household appliances such as food mixers, fans, gasoline irons and specialties, tools, gadgets, hardware and builders' equipment, costume jewelry, novelties, etc. Firm acts as importers, wholesalers, manufacturers' representatives covering the whole of the Commonwealth. Interested firms may write Mr. McLeod care of the World Trade Department, San Francisco Chamber of Commerce.

4540 HAWAII—Mortimer J. Glueck of Honolulu will arrive in San Francisco January 10 to make connections with a few suppliers of foodstuffs and liquors. In Hawaii he operates exclusively as a resident sales representative for distribution of foodstuffs and liquors to wholesalers. He has prepared two booklets, surveys of liquor distribution and liquor industry in Hawaii, which may be consulted at the World Trade Department. His address while in San Francisco will be c/o Glueck & Company, 1118 Hearst Building.

***4541 HAWAII**—Mr. Jerry Sheeley, P.O.B. 3859, Honolulu 12, Hawaii, wishes to represent manufacturers of hardware and household items. While in San Francisco may be reached at Commodore Hotel.

4542 CHINA—Mr. J. K. Razon of the Razon Trading Co., Shanghai, will be in San Francisco three months to contact suppliers of chemicals, building materials, iron and steel products, foodstuffs, tools. May be reached care of Penejevsky, 666 Post Street.

4543 PHILIPPINES—Mr. Potenciano Badillo of Manila is in San Francisco to contact suppliers of textiles. May be reached at St. Francis Hotel.

4544 ARGENTINA—Mr. Victor Ring, of the firm "IM-EX" Cia. Importadora y Exportadora S.R.L., Bme. Mitre 559, Buenos Aires, will soon visit San Francisco to make connections with manufacturers.

REPRESENTATION

4545 EL SALVADOR—Agent of R. Mamlok, exporter of chemicals and drugs, 1959 Oak Street, San Francisco, interested represent exporters, manufacturers of wines, fresh and dried fruits, canned goods, other items, medical and vitamin products. Interested firms contact Mr. Mamlok.

4546 AUSTRALIA—Mr. R. D. Marshall, 4 Coronation Ave., Petersham, Sydney, N.S.W., wants agency for American manufacturers.

4547 CHINA—Mr. Yip Tin Lee, of Canton and Hongkong, China, wants connections with manufacturers of machine tools, building materials, light machinery, etc. May be reached in San Francisco care of Chinese Consulate General, 551 Montgomery Street. Returning to China February 1.

IMPORT

4548 PHILIPPINES K. Moll, 555 Nueva Str., Manila, wants to hear from buyers of copra and hemp.

4549 CHINA—Yuen Ping Wah & Co., Post Box 1999, 451 Kiangse Road, Shanghai, offer handmade gloves, embroideries, straw hat bodies, etc.

4550 CZECHOSLOVAKIA—Following firms offer artificial and precious stones: Bratri Haskove, Zelezny Brod; Frantisek Slehta, Turnov; Precious, Turnov; J. May, Turnov. Further information at Czechoslovak Consulate, 690 Market Street.

4551 CZECHOSLOVAKIA—Jan Capek, Lomnice nad Pop., offers handkerchiefs, pillow slips, cases and sheets.

EXPORT

4552 CZECHOSLOVAKIA—Kovar & Jahn, Prostejov, wants modern line-printing machine.

4553 SUDAN—Ev. N. Kouvaras & Co., P.O. Box 295, Khartoum, wants canned fruits and other foodstuffs.

4554 FRENCH INDO-CHINA—The Wing Lok Co., 12 & 14 Rue Lefebure, Saigon, want groceries, razors, bicycles, cigarettes, old newspapers, and other items.

IMPORT-EXPORT

***4555 CHINA**—SINIMEX, P.O. Box 712, Shanghai, want American manufacturers, offer Chinese items.

4556 CHINA—Moeng Po Manufacturers & Co., 901 Rue Amiral Bayle, Shanghai, offers embroideries, laces, silk goods, fans, silver articles. Also buy American goods. Samples of fabrics at World Trade Department.

4557 CHINA—Grand China Corporation, No. 34, Chiu Kung Yuen Road, Swatow, wants portable and marine engines, radios, machinery, electrical goods, hardware, chemicals, textiles, other items. Offer hides, spices, bristles, ores, curios, chinaware, feathers, lacquerware, rattanware, all kinds of raw materials.

CofC Executive Attends National Retail Meetings

D. P. Street, managing director of the Retail Merchants Association, is in New York attending the convention of the National Association of Retail Secretaries and the National Retail Dry Goods Association convention which opened January 6.

Inasmuch as this is the first peacetime convention of either of these organizations in several years, retailers throughout the country are showing great interest in the meetings.

Wooden Box Manufacturers Will Hold S. F. Convention

Directors and members of the Pacific Division, National Wooden Box Association and the Wooden Box Institute will assemble in San Francisco on January 16-17 for their 20th annual convention.

In addition to being headquarters for the wooden box industry, San Francisco is also the principal shook distributing center for California. Here are located the offices or factories of the California Pine Box Distributors, Western Box Distributors, American Box Corporation, Golden West Box Company, Dwight Lumber and Box Company, Bay City Box Company and the California Barrel Company.

Open Golf Tournament Tickets Still Available

The 1946 San Francisco Open Golf Tournament will be held at the Olympic Club on the Lakeside Course January 10-13.

• The tournament is being sponsored by the California Golf Writers' Association and the California American Women's Voluntary Service, assisted by the San Francisco Junior Chamber of Commerce.

The players' purse is $15,000, while gate prizes will total $10,000. Tickets are on sale at the Junior Chamber office, A.W.V.S. headquarters in the Fairmont Hotel, and at bond booths of downtown department stores and hotels.

Proceeds from the tournament will go to the California A.W.V.S. and the Veterns' Rehabilitation Foundation, Inc.

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DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6240 Mr. Sid Bauer, 175 Fifth Avenue, New York City, New York, would like to represent local manufacturers of mechanical toys, infants' and children's wear in New York, New England, Pennsylvania, Baltimore and Washington. Has office and show room in New York City.

D-6241—Druggists Market Reports, Inc., 299 Madison Avenue, New York City, would like to act as sales representative in New York and New England for local manufacturers of products salable through drug and department stores.

D-6242—S. J. Smallwood, Inc., 52 Vanderbilt Avenue, New York City 17, New York, interested to act as distributor for local manufacturers of food products in metropolitan New York.

D-6243—Crow & Company, Station A, Box 36, Spokane 12, Washington, interested in securing canned food and food products for distribution and representation in their territory on a brokerage basis.

D-6244—Central Supply Company, 838 S.W. First Avenue, Portland, Oregon, interested in securing the distributorship of radios, electric ranges, refrigerators, washing machines, ironers and other major electric appliances. Also plumbing lines.

D-6245 Research Tool Company, South Hamilton at Lyon, Saginaw, Michigan, interested for a local representative to handle their toy line of boats in this territory.

D-6246—Mason, Beall & Horton, Inc., 1747-57 Pontius Avenue, W. Los Angeles 25, California, are desirous of securing a toy and game salesman for this area.

D-6247—Mr. Richard P. Schleb, 64 Woodland Avenue, Detroit 2, Michigan, is desirous of locating manufacturers on the West Coast who are interested in supplying the branch assembly plants of the large Detroit automobile manufacturers, on a competitive basis.

D-6248—The San Rafael Chamber of Commerce, Marin County, California, is making inquiries for representation in that area for two of its members. One is interested in representing manufacturers of electrical appliances both heavy and light. The other is interested in obtaining for that area food lines. Please address replies to San Rafael Chamber of Commerce, Marin County, California.

SURPLUS PROPERTY

• Under Sales Catalog B-22-46, Sales Officer, supply Department, Mare Island Navy Yard, will receive bids until 2:00 P.M., January 15 on quantities of the following new material:

Wood and brass steering wheels of varying diameters; brass steering stands; flat gage glasses; leather lineman's belts; steel machine and carriage bolts; steel square and hex nuts; 115 volt amplifier; telephone bells; telephone head band; battle order transmitter; portable marine brass lights; lighting fixture baffles; brass locking buttons for leather switches; dark blue marine-type globes; frosted lenses for ceiling fixtures; storage battery jars; dome and cone shaped reflectors for ceiling fixtures; U-shaped chrome nickel tubes; sets of attachments for gas masks; polarizing goggles with red plastic lenses; and one five-gallon capacity paint spraying outfit.

• Under Sales Catalog B-43-46, the Sales Division, Building 321, Naval Supply Depot, Oakland, will receive bids until 2:00 P.M., January 17 on the following unused material:

Joint corrugated fasteners, brass and steel curved plain screw hooks; double convex brass eye screw hooks; gate type hooks and eyes; standard sash lifts; garnet paper; cotter pins and straight steel pins; and ⅜" electricians' bright staples.

Bay Region Business

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• SURPLUS PROPERTY SERVICE

In order to assist Federal agencies, State and local governments, veterans and small business in filling their requirements from inventories of available surplus property and to speed up the sales of surplus property, the Reconstruction Finance Corporation has announced that it is establishing a special service section for these groups in its Washington and 31 regional offices.

• SURPLUS PROPERTY INVENTORY

According to estimates by the Surplus Property Administration, Government surplus property which originally cost $24,383,700,000 will be acquired by disposal agencies in the 1946 fiscal year ending June 30, 1946. By June 30, 1947 it is estimated that they will acquire an additional $12,537,400,000 worth.

These estimates include only surpluses located in the continental United States and U. S. territories and possessions. Inasmuch as postwar requirements of the Army and Navy have not yet been firmly established the data are admittedly only rough estimates.

• SURPLUS AIRPORTS

Forty-four airports and two port terminals which cost the Government more than $5,000,000 each have been or are likely to be declared surplus, the Surplus Property Administration has informed Congress in a report on transportation facilities. The total reported cost of these airports was $343,000,000 and of the port terminals, $12,000,000.

The airports located in California which cost more than $5,000,000 each and are likely to be declared surplus are Santa Ana AAB, California, cost $9,091,000, and Hammer Field, Fresno, California, cost $5,837,000.

• SURPLUS BARGES

The first public offering of steel refrigeration barges, knocked down and crated, ready for shipping, has been announced by the United States Maritime Commission. The barges, declared surplus by the Army Transportation Corps, were built at a cost of $146,500 each and will be sold at fixed prices commensurate with present day market levels. The barges are located at Yermo, California and are offered for sale on an "as is, f.o.b. location" basis.

Permission to inspect, along with complete information, may be obtained by writing to the U. S. Maritime Commission, Materials Disposal Section, Washington 25, D. C.

Ingold Speaks at Annual Banquet of Pittsburg Chamber of Commerce

"Today's Business Man is in a Maze!" was the subject of a talk given by Ernest Ingold, former president of the San Francisco Chamber of Commerce, at the annual meeting and banquet of the Pittsburg Chamber of Commerce on Monday, January 14, at Hotel Los Medanos.

• **Installation of officers** was held, with L. T. Gease installed as president, and Ruben Neubarth reappointed manager.

Philippine Reciprocal Trade Bill Endorsed by S. F. C of C Board

Extension of preferential trade arrangements between the United States and the Philippine Islands for the next eight years, as proposed in the bill H.R. 4676, has been endorsed in a resolution adopted by the Board of Directors of the San Francisco Chamber of Commerce.

• **The bill further provides,** following the expiration of the eight-year period, for the levying thereafter of an ascending scale of duties during the following 25 years.

Provisions also call for recognition of rights of United States citizens and corporations equal to those enjoyed by citizens of the Philippine Islands in regard to property, residence and occupation, and the levying of taxes, assessments and licenses.

In its resolution, the Board pointed out that the setback in the economic status of the Philippines due to the war necessitates a continuation of reciprocal trade advantages in order to reconstruct manufacturing facilities and rehabilitate Philippine industries.

Such a policy of mutual trade advantages, asserted the resolution, would foster stronger trade relations between the two countries which represent substantial markets for each other's products.

Fifty World Trade Leaders Will Address Institute Sessions

Fifty leaders in world trade, shipping, finance and allied activities, headed by Brayton Wilbur, president, Wilbur-Ellis Company, and president of the San Francisco Chamber of Commerce, will address sessions of the Institute of World Trade, opening on January 24 at 540 Powell Street, San Francisco.

• **The series of meetings,** sponsored by the San Francisco Bay Area World Trade Promotion Committee in cooperation with the Extension Division of the University of California, are designed to make available to Northern California manufacturers up-to-the-minute information on entering foreign markets and conducting world trade under changing world conditions.

• **Panel discussions** following each address will give manufacturers the opportunity to discuss special and technical problems and will assist them in establishing their foreign trade policy at this time.

At the opening session Brayton Wilbur will urge manufacturers to establish their foreign policy immediately and set aside in their reconversion plans a portion of their products for foreign markets.

Dr. J. B. Condliffe, Professor of Economics at the University of California, will describe in an opening address to Institute members the importance of world trade in our national economy.

Enrollment may now be made at any Chamber of Commerce office throughtout Northern California; at the Extension Division of the University of California at Berkeley, San Francisco and other offices in the Bay Area. A registration fee of $12.00 will include a published report of the proceedings and a special arrangement allows discharged servicemen interested in world trade to participate in the series at a reduced fee of $7.50 which also includes a report of the sessions.

C of C Industrial Dept. Adds Specialist to Staff

Ballard White, Jr. who for 15 years has been identified with various business enterprises in San Francisco and northern California, has been added to the staff of the Industrial Department of the San Francisco Chamber of Commerce. He will act as information specialist and is currently engaged in a survey of the factory sites and buildings situation in San Francisco.

Prior to joining the Chamber, White was employed at the Ames Aeronautical Research Laboratory at Sunnyvale.

1945 Industrial Expansion at Record Rate

Peacetime records for industrial development were made in northern California during 1945 when projects representing investments of $137,499,368 were launched. This total is based on tabulations by the San Francisco Chamber's Industrial Department. Projects were as follows:

480 new factories; 364 plant expansions.

With outlays aggregating $118,580,268, industrial developments in the San Francisco Bay Region (12 counties) summarize like this:

379 new plants; 321 expansions.

The 1945 record for San Francisco proper shows:

119 new plants; 133 expansions; $17,381,650 in outlays; and 5000 additional jobs.

Adding the $137,499,368 for industrial development announced by the San Francisco Chamber for northern California to $83,647,000 reported for Los Angeles County by the Los Angeles Chamber a state total of $221,146,000—a husky indication of new job opportunities in the Golden State.

● **December reports for northern California** accounted for 50 expansions of existing firms and 82 new industries with a total of $11,042,448 in investments. The Bay Area accounted for $10,572,448 of this figure with 63 new plants spending $7,575,948 and 47 expansions costing $2,996,500.

● **Corresponding figures for San Francisco** were 15 new factories for $634,000 and 18 expansions costing $644,500 or total outlays of $1,278,500 for the month.

Record month for the Bay Area was August which topped $34,000,000 in new plants and expansions.

Summarized industrial development data follow:

Northern California: 364 expansions, $69,418,120; and 480 new plants. $69,081,345.

San Francisco Bay Region: 321 expansions, $66,687,620; and 379 new plants, $51,892,648.

San Francisco: 133 expansions, $5,463,350; and 119 new plants, $11,918,300.

With the exception of San Francisco, average cost of new factories in northern California is less than the average cost of expanding existing plants, which indicates a trend toward the smaller decentralized type of industry.

● **Major 1945 Projects**

Some of the outstanding announcements of national concerns for the Bay Area for 1945 were:

● **Campbell Soup Company** of Camden, N. J., $4,000,000 plant on 125-acre site near Sacramento.

● **Chrysler Motors Corp.** purchased 40-acre site in San Leandro.

● **United States Envelope Co.,** with headquarters in Springfield, Mass., purchased 105,000 sq. ft. for a half-million dollar plant in Emeryville.

● **H. J. Heinz Co.** of Pittsburgh, Pa., built large plant on 75-acre site near Tracy.

● **Columbia Steel Co.,** subsidiary of U. S. Steel, announced 25-million-dollar expansion at Pittsburg, Contra Costa County.

● **International Minerals & Chemicals Corp.** of Chicago announced a million-dollar plant on a 26-acre site in San Jose.

● **Beech-Nut Packing Company** of Canajoharie, N. Y., purchased 23-acre site in San Jose for $800,000 plant.

● **Gar Wood Industries,** Detroit, Michigan, will locate manufacturing plant on the San Francisco peninsula to employ 500.

● **Pacific Can Company** of San Francisco announced new 150,000 sq. ft. plant in the Bay Area.

● **The Paraffine Companies, Inc.** announced $4,000,000 expansion of East Bay plant.

● **Standard Oil of California** with headquarters in San Francisco is executing multi-million dollar expansion of Bay Area facilities.

● **Bethlehem Pacific Coast Steel Corporation,** newly organized subsidiary of Bethlehem Steel, announced extensive expansion of San Francisco and South San Francisco plants.

(Continued on page 4, col. 3)

New Sugar and Milk Allocations for Export To Philippine Islands

License applications for shipment of refined sugar to the Philippine Islands must be submitted immediately to the Office of International Trade Operations, according to word received by the World Trade Department of the San Francisco Chamber of Commerce from the Chamber's Washington Office.

● **Licenses will cover allocation** of 1870 tons of refined sugar for the first quarter of 1946. 1000 tons are being taken up by the Philippine Commonwealth Government, while the remaining 870 tons will be allotted to private exporters.

Exporters will be licensed 25 tons for each consignee. Exporters not limited to one consignee, however, may ship 25 tons each to several consignees.

If the entire allocation has not been taken up by private exporters by March 1, the remainder will be placed under government procurement, according to the Office of International Trade Operations, Department of Commerce. Traders are therefore urged to contact the Department of Agriculture immediately for the purpose of expediting allocations or quotas and enlargement when the supply situation permits.

At the same time, it was announced that a program has also been set up for the allocation of 2,000,000 pounds of sweetened condensed and 15,400,000 pounds of evaporated milk for the Philippines. Licensing will be based on volume of pre-war business.

United Inaugurates Air Freight Service Soon

Plans for inauguration of air freight service over its coast-to-coast and Pacific Coast system, effective February 1, have been announced by United Air Lines.

● **United's air freight tariff** will be based on minimum shipments of 25 pounds. According to C. P. Graddick, the company's director of air cargo, charges will be graduated according to volume and distance shipped so as to give the lowest possible rates to volume shippers for long distance hauls.

The company's air freight service will be inaugurated with three daily round trip flights which United is currently operating from coast to coast with a fleet of twin-engined Douglas DC-3 Cargoliners.

● **Through contract arrangements** with motor carriers, pickup and delivery service will be provided, at the option of air freight shippers or receivers, in the country's major cities.

At the same time, United announced inauguration of service between San Francisco and Ogden, Utah, and Detroit and San Francisco, effective January 16.

State Wool Growers Association to Set Up New Quarters in S. F.

Plans for purchase or erection of a building in San Francisco to serve as permanent headquarters of the California Wool Growers Association have been announced by the Board of Directors of the organization.

Should office space be unavailable, the association will proceed with plans for erection of its own two-story building, costing approximately $57,000, the announcement stated.

World Trade Head Discusses Inter-American Relations

"Economic Aspects of our Inter-American Relations" were discussed by Alvin C. Eichholz, manager of the World Trade Department of the San Francisco Chamber of Commerce, at a meeting of the Pan American League on January 15.

Emphasizing the importance of friendly relations between the United States and South America, Eichholz pointed out that our government has done a great deal toward developing inter-American relationships through loan aid and through cooperation in sponsoring health and cultural programs for our Latin American neighbors. They, in turn, have helped us through making available their large supply of raw materials for our war production needs.

Now this responsibility of fostering inter-American relations belongs to private enterprise, asserted Eichholz. A great deal can also be contributed by organizations such as the Pan American League and by the creation of an Institute of Inter-American Relations in San Francisco.

Looking for Agent in Hawaii?

An individual having eight years residence in Hawaiian Islands desires to become exclusive agent there for a local manufacturer. Gives local and Honolulu references. Further information available from Domestic Trade Department.

Members of the First Special Session of the Fifty-sixth Session of the California Legislature

Following is a roster of California State Senators and Assemblymen representing the 12 San Francisco Bay Area Counties as presented by the San Francisco Chamber of Commerce.

Twelve Bay Area counties included are Alameda, Contra Costa, Marin, Napa, Sacramento, San Francisco, San Joaquin, San Mateo, Santa Clara, Solano, Sonoma, and Yolo.

• State Senators (*Senators from even-numbered districts were elected in* 1942)

DISTRICT	COUNTIES	SENATOR	ADDRESS
Eleventh	Yolo, Napa	Frank L. Gordon (*R*)	Suisun P.O.
Twelfth	Sonoma	Herbert W. Slater (*D*)	Box 96, Santa Rosa
Thirteenth	Marin	Thomas F. Keating (*D*)	Freitas Building, San Rafael
Fourteenth	San Francisco	John F. Shelley (*D*)	616 State Building, San Francisco
Fifteenth	Solano	Thomas McCormack (*R*)	Rio Vista
Sixteenth	Alameda	Arthur H. Breed, Jr. (*R*)	315 Fifteenth Street, Oakland
Seventeenth	Contra Costa	T. H. DeLap (*R*)	American Trust Building, Richmond
Eighteenth	Santa Clara	Byrl R. Salsman (*R*)	2030 Webster Street, Palo Alto
Nineteenth	Sacramento	Earl D. Desmond (*D*)	Capital National Bank Building, Sacramento
Twentieth	San Joaquin	Bradford S. Crittenden (*R*)	First National Bank Building, Stockton
Twenty-first	San Mateo	Harry L. Parkman (*R*)	8 Corte Dorado, Millbrae

• State Assemblymen

Third	Yolo (also Tehama, Glen, Colusa)	Lloyd W. Lowrey (*D*)	Rumsey
Fifth	Napa, Solano (also Lake)	Ernest C. Crowley (*D*)	1018 Texas Street, Fairfield
Seventh	Sonoma, Marin	Richard H. McCollister (*R*)	321 Sycamore Avenue, Mill Valley
Eighth	Sacramento	Chester F. Gannon (*R*)	3543 H Street, Sacramento
Ninth	Sacramento	Dwight H. Stephenson (*R*)	Route 1, Box 1127, Elk Grove
Tenth	Contra Costa	Harold F. Sawallisch (*D*)	3727 Barrett Avenue, Richmond
Eleventh	San Joaquin	Charles M. Weber (*R*)	300 First National Building, Stockton
Twelfth	San Joaquin	James E. Thorp (*R*)	Lockeford
Thirteenth	Alameda	Francis Dunn, Jr. (*D*)	1634 Sixty-ninth Avenue, Oakland 3
Fourteenth	Alameda	Randal F. Dickey (*R*)	3221 Thompson Avenue, Alameda
Fifteenth	Alameda	Bernard A. Sheridan (*R*)	3135 Sheffield Avenue, Oakland
Sixteenth	Alameda	Marvin Sherwin (*R*)	111 Pacific Avenue, Piedmont
Seventeenth	Alameda	Edward J. Carey (*R*)	4506-A San Pablo Avenue, Emeryville
Eighteenth	Alameda	Gardiner Johnson (*R*)	765 San Luis Road, Berkeley
Nineteenth	San Francisco	Bernard R. Brady (*D*)	886 Thirty-ninth Avenue, San Francisco
Twentieth	San Francisco	Thomas A. Maloney (*R*)	350 Missouri Street, San Francisco
Twenty-first	San Francisco	Albert C. Wollenberg (*R*)	2748 Steiner Street, San Francisco
Twenty-second	San Francisco	George D. Collins, Jr. (*D*)	1456 Union Street, San Francisco
Twenty-third	San Francisco	William Clifton Berry (*D*)	3747 Twentieth Street, San Francisco
Twenty-fourth	San Francisco	Edward F. O'Day (*D*)	243 Jersey Street, San Francisco
Twenty-fifth	San Francisco	Gerald P. Haggerty (*D*)	155 St. Elmo Way, San Francisco
Twenty-sixth	San Francisco	Edward M. Gaffney (*D*)	295 Sanchez Street, San Francisco
Twenty-seventh	San Mateo	Harrison W. Call (*R*)	Eaton Avenue, Redwood City
Twenty-eighth	Santa Clara	Raup Miller (*R*)	339 Manzanita Avenue, Palo Alto
Twenty-ninth	Santa Clara	John F. Thompson (*R*)	Route 3, Box 408, San Jose

(This Page May Be Detached and Kept For Reference)

Complete list of Senators and Assemblymen may be obtained upon request to the San Francisco Chamber of Commerce, 333 Pine Street.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 70 and refer to the Trade Tip's number. Asterisks indicate that names and addresses of references are on file.

VISITORS TO SAN FRANCISCO

4558 CHINA—Mr. Harry A. Lee, 840 California Street Apt. 44, president of tobacco firm in the Philippines and associated with important Chinese interests, has just arrived from Shanghai. On behalf of many Chinese principals would like to get in touch with manufacturers and exporters of the following: sundries, electric motors, electric wiring for filaments and heating, dry ice plant, industrial chemicals, pharmaceuticals, consumer lines, waterproof fabrics (inexpensive), radio parts, air conditioning units, steel sheets, fluorescent lamps, newsprint, wrapping paper.

4559 CHINA—Mr. E. R. Duckitt, Harvie, Cooke & Co., Ltd., P.O. Box 509, Shanghai, will arrive in San Francisco this month to make connections with manufacturers of bathtubs, chemicals, pharmaceuticals, brass and copper rods, sheets, tubes, steel products, waste metals, wire and wire products, machine and precision tools, hand tools, building supplies, sanitary ware, upper leather and coat leather, cotton and rayon textiles, general import lines.

REPRESENTATION

4560 CHINA—Juan Chong Fong, 730 Washington Street, San Francisco, leaves for China in March, wants to represent manufacturers of food products, general merchandise, hardware, etc.

4561 COLOMBIA—Rafael Trujillo Gomez, Carrera 8a. No. 13-77, Bogota, Colombia, wants rubber (excepting tires), hardware, paper, plastics, chemicals, aluminum items, steel, enamelware, canned fish and fruits.

***4562 NORWAY**—Norwegian agent wants representation of California wines for sale to Norwegian state-monopoly A/S "Vinmonopolet." Further information and references at Norwegian Consulate, 244 California Street.

4563 NICARAGUA—Pedro Ramirez M., Managua, wants any lines on commission-agency basis.

4564 MALTA—John P. Vella, 44 Old Bakery Street, wants connections with manufacturers and exporters of canned and dried fruit, lard, clothing, flour, cotton and woolen goods, rubber goods, cosmetics, hardware, novelties, foodstuffs.

4565 SOUTH AFRICA—C. B. Trading Co., 61 Loop Street, Cape Town, want textiles, hats, underwear, elastic, hosiery, ladies' and girls' dresses, hats and handbags, fancy goods, glassware, enamelware, household hardware.

4566 GREECE—A. G. Patagas, P.O. Box 158, Athens, wants railroad material, agricultural implements, agricultural machinery, raw materials, all kinds of industrial products, etc.

4567 CHINA—H. G. Kailey & Co., P.O. Box No. 555, Hongkong, want from manufacturers and exporters fountain pens and pencils, paper for packing, canned foods, canned fish and milk, moth balls, buttons, cosmetics.

4568 CHINA—Dr. V. N. Vargassoff, St. Paul's Hospital, Hongkong, wants patent medicines.

4569 ARGENTINA—Carlos A. Angeloz, 3756 Casilla de Correo, Buenos Aires, wants hardware, tools, locks, padlocks, insulated wires and cables for electrical purposes, other lines.

4570 EGYPT—G. N. Livanos, 6 Rue de la Marine, Alexandria, wants laboratory and pharmaceutical specialties, such as drugs, vitamins and hormones. Also rubber materials, shaving cream, tooth pastes, etc.

4571 MEXICO—Cap. Lawrence Aber, Calle Placeres 9, Tepatitlan, Jalisco, wants drugs, cosmetics and hair oils, vitamins, medical supplies, items imported from China, language books, Spanish books, shell novelties, etc. Also pump supplies, small electric items.

4572 CHINA—Hariram & Hariram, 14 Lock Road, Kowloon, Hongkong, are importers, exporters, manufacturers' representatives and agents, commission agents, forwarding agents. Want to hear from San Francisco firms.

***4573 INDIA**—Vishindas L. Punjabi Bros., 19 Khurshed Building, Bunder Road, Karachi, want textiles, hosiery, second hand clothing, canned goods, toilets, cosmetics, fountain pens, wooden lead pencils, brushes, sundries, cutlery, etc.

4574 CHINA—Mr. H. Heller, P.O. Box 571, Shanghai, wants all lines, especially office machine equipment and pharmaceuticals.

IMPORT

4575 PHILIPPINES—Far East Trading Corporation, Filipinas Building, Plaza Moraga, Manila, offers Balibuntal hats.

***4576 SPAIN**—Capeta, S.A., Av. Marques Argentera 21, Barcelona, offer olives, pickles, fish, canned fruits and vegetables, spices, dried fruits, wines and liquors, vinegar other food items, essential oils, skins, etc.

***4577 CHINA**—Hop Hing Company, 6 Connaught Road West, Hongkong, offer palm fibre, rattancore, China soy, rattanware, cassia, gallnuts, cotton goods and embroidery, torches and batteries, mats and matting, camphorwood trunks.

4578 NETHERLANDS EAST INDIES—van Rijnberk, Eemstraat 12, Baarn, will offer East Indies products such as following: carved wood and leather, wall pieces, batik cloth, carpets of coconut fibre, leather bags, purses, native articles, etc.

4579 MEXICO—Francisco Franco, Sa. y Av. Juarez, Saucillo, Chih., offers chile (seco and oregano).

***4580 FINLAND**—Valtameri Osakeyhtio, Helsinki, offer woodpulp, paper, pasteboard, timber and wood, metal, sundries.

EXPORT

4581 CUBA—Teodora Frias, Apartado 1137, Habana, wants California white timber. Specifications and samples at World Trade Department.

4582 NORWAY—G. Larsen Pipefabrik A/S, Lillehammer, wants California briar-root.

4583 PHILIPPINES—P. Mirafuente, c/o Mr. Calro Santiago, 1045 Bilibid Viejo, Manila, wants remnants of textiles.

4584 RUMANIA—Dumitru Borcea, Calea Victoriei 114, Bucarest, wants textiles, clothing, of all kinds, men's furnishings, dry goods items, slippers, etc.

IMPORT-EXPORT

***4585 CHINA**—Wing Wo Hing, 5-7 Des Voeux Road West, Hongkong, wants old newspapers, lumber, paper; offers essential oils or aniseed and cassia, camphor oil, tea oil, wood oil, preserved ginger, rattan core, firecrackers, etc.

4586 POLAND—Polskie Towarzystwo Handlu Wlokienniczego Sp. z.o.o., Piotrkowska 181, Szczecin, want to purchase from local firms Philippine and Far Eastern goods such as cotton, silk, wool, hemp, hairs and fibres. Sell finished goods.

4587 PHILIPPINES—Allied Business Enterprises, P.O. Box 23, Legaspi, Albay, offer Philippine handbags and shopping bags, slippers, rugs and carpets, belts—all made of baca fibres; also abaca cloths in piece, burlaps, "Caragamoy" mats, mattings and twines. Want general merchandise, including radio receivers, toilet articles, home movies, watches, clocks, jewelry, furnishings, etc.

4588 CHINA—The Lung Tai Trading Co., 17 Tung Tang Tzy Hutang, Peiping, offer sundry Chinese goods and curios. Want sundry goods, stationery, toilet articles, medicines, toys, etc.

***4589 CHINA**—E. Simpson & Co., 98 Wing Lok Street, Hongkong, offer cassia lignea, aniseed, cassia oil, aniseed oil, wool oil, sesame seeds, raw silks, raw silk waste. Want flour, rolled oats, pearl barley, foodstuffs and canned goods, old newspapers, old rubber, auto tires, etc.

4590 FINLAND—Richard Dahm, Helsinki, wants connections with importers, exporters, manufacturers. Full details of company's operations at World Trade Department.

SPECIAL NOTICES

4591 SWITZERLAND—Max Dalang & Co., Utoquai 29, Zurich, handles advertising for American export firms. Brochure prepared by company available for consultation.

4592 EL SALVADOR—Dr. Rafael B. Colindres H., 1st Avenue Sur No. 42, El Salvador, handles patents, trade mark registrations, imports and exports and general legal service on all matters in El Salvador.

***4593 ARGENTINA**—Karl A. Renner, 253 Buena Vista Ave., San Francisco 17, leaving San Francisco beginning of February for Argentina. Would like to contact business firms with interests in that area or with negotiation to be carried out there.

4594 LEBANON—Mid-East Advertising & Credit Counsellors, P.O.B. 830, Beyrouth, offers services of credit information department which specializes in status reports on firms and business men in the Middle East.

4595 BRAZIL—Brazilian Government Trade Bureau has issued two bulletins listing Brazilian firms interested in representing American manufacturers. May be consulted at World Trade Department.

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1945 Industrial Expansion

(Continued from page 2, col. 3)

- **December Items**

Among the important developments reported in the Bay Area for December are:

- **Victor Equipment Co.** will add 10,000 sq. ft. to San Francisco plant.
- **American Can Co.** leased 137,000 sq. ft. plant with spur track at 255-12th St., San Francisco.
- **Listo Pencil Corp.** will erect 2-story addition to plant in Alameda.
- **Kushings of California, Inc.**, San Francisco, purchased shoe factories in Santa Rosa and will install equipment to manufacture outdoor shoes.
- **Langendorf Bakeries** will erect one-story brick addition to Oakland plant.
- **Butler Packing Co.** of Seattle purchased 10 acres on San Leandro Blvd., Oakland, for a new $1,000,000 plant.
- **E. Lorenz & Sons** will build new $50,000 plant in San Jose to manufacture wine and water storage tanks.
- **True-Sheen Co.** purchased property in Richmond and will construct plant to manufacture cleaning solvents to employ about 30.

SURPLUS PROPERTY

The Navy Material Redistribution & Disposal Office, 785 Market, is receiving bids on the following surplus materials:

- **Sales Catalog B-245-46** until 10:00 A.M. Tuesday, January 22 on 21,365 lbs. Salvable Carbon Steel Rivets sizes from 5/16" x 1¼" to ½" x 1⅝".
- **Sales Catalog B-239-46** until 10:00 A.M., January 18 on one usable gas engine-motor generator set made by General Electric, 115 volts direct current, 25 KW capacity.
- **Sales Catalog B-238-46** until 10:00 A.M., January 18 on 12 usable 250-V 100 Amp. electric switches and on 88 usable 16" 200 watt pull chain reflectors.

The Naval Supply Depot, Sales Division, Building 321, Oakland, is receiving bids on the following:

- **Sales Catalog B-45-46** until 2:00 P.M., January 22 on unused glass mixing slabs, steel bottle racks, a flour sifter and blender, Grade B paraffine wax, dome bead binnacles, submarine type compasses, dummy peloruses, canvas tail turret covers and canvas sea anchors.

The Purchasing Branch of Camp Adair, Oregon, is receiving bids on the following (**The Chamber's Domestic Trade Department has on hand six copies of the bid forms for each invitation**):

- **Invitation 35-006-S-46-41** until 10:00 A.M., January 22 on the following material in either new or usable condition:

Roof ventilators; tinned rivets; lag eye screws; galvanized square washers; lock nuts; machine, closet, D.A., toggle, shoulder eye, and thimble eye bolts; cupboard and friction catches; spud and strain washers; frosted and window glass; soil, culvert and concrete pipe; petrolastic asphalt; window sash; shovel handles; black paint; psychrometer fans; fire brick; pipe covering; spiral and form coil packing; road flare torch wicks; magnesia insulation blocks; red street light refractors; angle iron; steel tube benders; closet tanks.

- **Invitation 36-006-S-46-42** until 10:00 A.M., January 23 on new or usable:

Closet tanks; hand bench grinders; blacksmith forge; steel tube bender; tubing expanders; expansion bushing; solid type, spiral, expansion, plain, pilot expansion, valve stem, taper, pilot stem, and valve stem reamers; machine taps; FL-1, 2, 3 and 4 filter plug and jack assemblies; electric work benches; 1½ volt flashlight, 1½ volt pen type, electric hand lantern and two section batteries.

The Consumer Goods Division, R.F.C., 30 Van Ness Avenue, is receiving bids in a nation-wide sale of millions of yards of wool fabric. Most of it has been dyed military olive drab except that 4,000,000 yards are dark blue melton. Garment manufacturers, fabric jobbers, and converters are eligible bidders.

Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, January 24, 1946 | Number 4

WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

● **The following report** indicates the total number of measures introduced in the House and Senate during the First Session of the 79th Congress and the action taken on them:

	SENATE	HOUSE	TOTAL
Bills introduced	1,730	5,111	6,841
Joint Resolutions introduced	129	296	425
Concurrent Resolutions introduced	49	119	168
Resolutions introduced	210	469	679
Committee Reports	888	1,470	2,358
Bills passed	334	683	1,017
Joint Resolutions passed	20	35	55
Concurrent Resolutions passed	18	29	47
Resolutions passed	21	224	245
Measures which have become Public Laws	99	194	293
Measures vetoed	2	22	24

During the session, debate of the House and Senate covered 12,722 pages of the Congressional Record, and there were 6,244 pages in the appendix.

● **Henry F. Grady,** President of American President Lines and formerly President of the San Francisco Chamber of Commerce, has been elected as a member of the Business Advisory Council for the Department of Commerce for the year 1946.

● **The Civilian Production Administration** has issued Priorities Regulation 33, which is the first of its directives under the reconversion housing program. It is anticipated that this regulation will provide for the channeling of scarce materials into between 400,000 and 500,000 moderate and low-cost housing units for veterans. This first directive outlines the methods by which lumber and millwork will be channeled into the housing program. Directives covering other materials will be issued very soon.

● **Holders of Necessity Certificates** covering expanded facilities in the war program who wish to file statements of correct descriptions or costs of their emergency facilities must do so before April 15, 1946, according to an announcement by the Civilian Production Administration. The deadline was set in an amendment to regulations governing the issuance of Necessity Certificates under Section 124 (f) of the Internal Revenue Code. In a notice sent to all who received Necessity Certificates covering plants or expansions determined to be essential in the interest of national defense, the Civilian Production Administration said that final cost statements must be received before April 15, 1946. Those contractors who still wish to apply for Non-Necessity Certificates must do so before February 15, 1946, according to the Civilian Production Administration. This action was taken by an Executive Order signed January 14, 1946 by President Truman. Necessity Certificates are documents issued by the War Production Board, predecessor of the Civilian Production Administration, and earlier by the War and Navy Departments, declaring a privately-financed plant expansion or new facility essential for national defense. Holders of the certificates are permitted to deduct varying proportions of the cost from their income tax returns.

● **Contrary to popular belief,** the Civilian Production Administration (formerly the War Production Board) is apparently expanding. At the present time the Civilian Production Administration has approximately 2,200 employees in Washington and in the field and it is expected that Congress will be requested to extend the activities of the CPA beyond June 30.

● **Application forms for "HH housing"** are available at all Federal Housing Administration offices for individual veterans who want to build their own homes, as well as for builders who want to erect one or more buildings for sale or rental for which veterans will be given preference.

Commerce Department to Expand Regional Services

Varied services of the United States Department of Commerce "will be brought down to the level of the man in the street through expansion of local offices" it was announced by George M. Reynolds, assistant to Secretary of Commerce Henry A. Wallace, at a press conference in the San Francisco Chamber of Commerce last week.

Plans call for opening branch offices in each of the eleven western states. Regional staffs will include industrial engineers, marketing and resources specialists to aid private businesses.

New Officers of San Mateo Chamber Named

The San Mateo Chamber of Commerce will hold its "Installation Luncheon" for new officers and members of the 1946 Board of Directors at the Benjamin Franklin Hotel Friday noon, January 25.

● **President for his second term** is Daniel J. O'Connell. First vice president is Barry John O'Connor; vice president, Axel Johnson; treasurer, Raymond A. Withers.

Directors are Mrs. Catherine Wickett, Jack Howard, Dr. Arthur J. Corbett, Emil Yulich, and Arthur W. Tyo.

SURPLUSES NOW AVAILABLE

The Navy Material Redistribution and Disposal Office, 785 Market Street, is receiving bids on the following surplus materials:

● **Sales Catalog B-251-46** until 10:00 A.M., January 29 on 100 tons of salvable lumber and beams, weathered, in various dimensions and lengths;

○ **Sales Catalog B-249-46** until 10:00 A.M., January 28 on some 47 tons of unprepared steel scrap, 8½ tons of salvable bracing angles, 104 lbs. salvable 1" hex nuts and lock washers, and 21½ tons of salvable wide flange beams;

● **Sales Catalog B-240-46** until 10:00 A.M., January 28 on office desks, tables and chairs, both steel and wood.

The Naval Supply Depot, Sales Officer, Building 321, Oakland will receive bids under Sales Catalog B-47-46 until 2:00 P.M., January 31 on:

Unused gasoline boat engine parts, Navy type BA, V-4 and V-6 engines consisting of bearings, carburetor covers, filters, gears and pumps.

The Pacific Overseas Air Technical Service Command, Contracting Office, 1950 Broadway, Oakland, will receive bids under Invitation No. 04-392-S-46-32 until 10:00 A.M., January 30 on the following types of articles all "non-repairable for further Army use";

Spark plugs, cable, mixed metals, hand trucks, barbed wire, cotton comforters, radio parts, sheet burlap, chock blocks, 5-gallon glass bottles, office furniture, water stand, wooden file cabinets, 5-gallon gas cans, small electric motors, wooden tables, wooden doors, window sash, hollow clay tile, clay pipe, used plywood, perforators, pencil sharpeners, pen sets, time stamps.

Air Scout Day Planned At San Francisco Airport

Airlines serving the San Francisco Bay Area will sponsor Air Scout Day February 8 at the San Francisco Airport.

Cooperating airlines include American, Pan American World Airways, Transcontinental and Western Airways, United Air Lines and Western Air Lines.

Open house will be held for all Air Scouts of the San Francisco Bay Area.

In charge of the event is B. M. Doolin, manager of the San Francisco Airport.

● **Visitors will inspect** airplanes and maintenance facilities at United Airlines, the traffic tower at the Airport, and general operations.

Judd New President of Commercial Club

Henry C. Judd has been elected president of the San Francisco Commercial Club for 1946 as the result of the club's annual election last week.

Judd is treasurer of the Standard Oil Company of California.

● **Other officers are:** first vice president, G. S. Perham, Borden's Dairy Delivery Co.; second vice president, G. W. Miller, Dean Witter Co.; honorary secretary, Edward V. Mills, Fireman's Fund Insurance Co.

Directors elected were: Marsden S. Blois, Bank of America; R. D. Brigham, Anglo California National Bank; Milo T. Gates, Crowell Publishing Co.; J. J. Geary, attorney; S. A. Livingston, Matthews & Livingston; L. I. McKim, General Steamship Corporation; and A. H. Talmage.

D. P. Street to Board of National Retail Secretaries

Elected to the Board of Directors of the National Association of Retail Secretaries at the January annual meeting in New York was David P. Street, managing director, Retail Merchants Association of the San Francisco Chamber of Commerce.

Miss Sadie Hartman was re-elected Secretary-Treasurer of the Association for the 16th consecutive year.

Street returned last week to this city after attending the 35th Annual Meeting of the NARS.

CANCCOCE Meet Slated for Riverside February 7, 8, 9 at Mission Inn

Annual convention of the California Association of Chamber of Commerce Managers will be held in Riverside, February 7, 8 and 9 at the Mission Inn.

"Reservations must be sent in early to avoid confusion," states Convention Chairman William Gallienne. "Wives can be accommodated. Special trips will be arranged for the ladies attending."

Rate from noon, February 7, to noon, February 9, two in a room and meals, will be $20. Those arriving February 6 will be charged an additional $3. There will be a $5 registration fee.

Those attending should make their own train reservations, inasmuch as it will not be possible to arrange for group movement under present-day transportation restrictions.

State Chamber Opposes Added Government Housing

Further expansion of federal activity in the housing field will not solve the nationwide home shortage problem but will further interfere with, rather than assist, private industry in this field, declares the Board of Directors of the California State Chamber of Commerce.

The State Chamber expressed this view in opposing five housing bills now pending in Congress, including the Wagner-Ellender-Taft Bill, known as the "General Housing Act of 1945."

Bay Area Unity Policy Reaffirmed by Head of Berkeley C of C

Bay Area Unity was reaffirmed as basic policy of the Berkeley Chamber of Commerce by newly elected President Clarence Bullwinkel, at his installation dinner last week, marking 45th anniversary of the Berkeley Chamber.

". . . our interests coincide at many points with those of neighboring cities in this area," Bullwinkel said.

"During the war, high ranking Army and Navy officers remarked, until it became a commonplace, that the Bay Region as a whole had become the heart and strategic center of American offensive operations in the Pacific. We know that to be true. Yet no city lost its identity or particular advantages because of this mighty cooperative accomplishment. All, on the contrary, profited because of it.

"As a corollary, may I suggest to this Chamber, and to similar bodies in all Bay Area communities, that in large measure we are co-owners of a common future. And if that is true, then it seems apparent that joint planning and cooperation—rather than destructive competition—where our common interests are concerned, will do much to maintain this area and its prospering cities permanently as the unchallenged production and distribution hub of the entire Pacific Coast."

Western Steel Protects Supply

Coast Chambers of Commerce will carry the ball in an effort to prevent midwest steel interests from diverting scrap steel needed by Pacific Coast furnaces and foundries, it was announced here by Chamber Transportation Department Manager Walter A. Rohde.

San Francisco, Oakland, Los Angeles, Portland and Seattle chambers together with local steel interests are joining in the fight.

● Opposition will be made at tomorrow's hearing of the Interstate Commerce Commission to efforts of certain midwest steel interests and the Transcontinental Railroads to put into effect drastic reduction in the rates on scrap steel from the Pacific Coast.

A petition for suspension of the rate reduction has been successful and it is hoped to defeat it permanently at tomorrow's hearing.

"The proposed protested rate is not only unreasonably low, but would allow midwestern steel interests to draw away scrap which is needed by Pacific Coast furnaces and foundries," Rohde said.

First Annual Institute of World Trade

Sponsored by the San Francisco Bay Area World Trade Promotion Committee

IN COOPERATION WITH GRADUATE SCHOOL OF BUSINESS ADMINISTRATION, STANFORD UNIVERSITY, UNIVERSITY OF CALIFORNIA AND U.C. EXTENSION DIVISION DEPARTMENT OF INSTITUTES

University Extension Auditorium, January 24-26, 1946

JANUARY 24

REGISTRATION, 8:45 a.m.

OPENING SESSION, 9:30 a.m.

Greetings—Charles M. Romanowitz, Chairman, San Francisco Bay Area World Trade Promotion Committee.
Opening remarks—Brayton Wilbur, President, San Francisco Chamber of Commerce.
Opening address—Importance of World Trade—Professor John B. Condliffe, Department of Economics, University of California, Berkeley.

I

DIRECT EXPORTING

10:30 a.m.

Chairman—Walter G. Perker, Export Manager, Marchant Calculating Machine Co.
Address—H. A. Sawin, Export Manager, Yuba Manufacturing Company.
Panel—Philip E. Grosse, Assistant Export Manager, California Packing Corporation.
Richard H. Steuben, Export Manager, Cutter Laboratories.
Gregory Lance, Export Manager, Irwin Paint Company.
Frank Prevost, Export Manager, Laher Spring & Tire Corporation.
George Somerville, Atkins Kroll & Co.

II

INDIRECT TYPES OF EXPORT OUTLETS

1:00 p.m.

Chairman—Floyd Vinson, Morse Export & Import Co.
Address—Dan Polak, Partner, Polak, Winters & Company.
Panel—George Mahoney, Merchandise Manager, W. R. Grace & Co.
T. R. Jamieson, Vice-President, Otis-McAllister & Company.
K. M. Morse, Manager, Morse Export & Import Co.
William Fisher, Manager, Wm. Fisher & Co.

III

CREATING EXPORT SALES

2:30 p.m.

Chairman—Wallace B. Worswick, Sales Manager, Galen Company, Inc.
Address—Joseph F. Marias, President, Associated Commercial Co.
Panel—Del E. Ladarre, Managing Partner, Delrey International Co.
Richard H. Steuben, Export Manager, Cutter Laboratories.
George Somerville, Atkins Kroll & Co.
P. P. Marion, Vice-President, Overseas Distributors, Inc.

IV

EXPORT SALES PROMOTION AND ADVERTISING

4:00 p.m.

Chairman—Richard H. Steuben, Export Manager, Cutter Laboratories.
Address—Arthur Farlow, J. Walter Thompson Co.
Panel—T. R. Jamieson, Vice-President, Otis-McAllister & Co.
George Oldenbourg, Manager, Foreign Department, James J. Gillick & Co.
Wallace B. Worswick, Sales Manager, Galen Company, Inc.
Roger Loutz, Wank & Wank.

JANUARY 25

V

IMPORTING RAW MATERIALS

9:00 a.m.

Chairman—Ralph J. Boomer, Vice-President, Western Vegetable Oils Co.
Address—F. E. Brookman, Partner, Atkins Kroll & Co.
Panel—Tom Frank, Partner and Vice-President, Wilbur Ellis Co.
Harold Gavigan, Broker, B. C. Ireland Co.
Roy Dickson, Best Fertilizers Co.
Clifton Kroll, President, Atkins Kroll & Co.

VI

IMPORTING CONSUMER GOODS

10:30 a.m.

Chairman—Ralph J. Boomer, Vice-President, Western Vegetable Oils Co.
Address—Alfred Gemperle, Managing Director, Import Department, D. N. & E. Walter Co.
L. M. Dickson, President, The American Import Co.
J. T. Niebauer, Secretary-Treasurer, The American Import Co.
Samuel S. Perry, Importer.
N. D. Weill, President, Raphael Weill & Co. (The White House).

VII

TRANSPORTATION AND DOCUMENTATION

1:00 p.m.

Chairman—Arthur B. Poole, Vice-President, American President Lines.
Address—Ray V. Winquist, Vice-President, in Charge of Traffic, General Steamship Corporation.
Panel—To be announced.

VIII

FINANCING OVERSEAS BUSINESS

2:30 p.m.

Chairman—Wm. L. Montgomery, Managing Director, China-America Council of Commerce & Industry, Inc., San Francisco Bay Regional Board.
Address—Emil Leuenberger, Vice-President and Manager, Foreign Department, Wells Fargo Bank & Union Trust Co.
Panel—A. R. Angell, Assistant Vice-President, Crocker First National Bank.
J. S. Curran, Vice-President, Anglo-California National Bank.
Peter A. Kinnoch, Vice-President, American Trust Co.
Lloyd Mazzera, Vice-President and Manager, International Banking Department, Bank of America, N. T. & S. A.
Elliott McAllister, Vice-President, Bank of California.
F. B. Williams, Cashier, Pacific National Bank.

MARINE INSURANCE

Address—Fred B. Galbreath, Manager, Pacific Department, Marine Office of America.
Panel—Thomas Hannum, Manager, North American Companies.
Wm. V. Hall, Manager, Ocean Marine Insurance Department, Insurance Company of North America.
Edgar Lion, Vice-President, H. M. Newhall & Co.
Herriot Small, Vice-President, Atlantic Mutual Insurance Company.

IX

CONTROLS AND RESTRICTIONS

4:00 p.m.

Chairman—E. R. Knauf, Export Manager, Crown Willamette Paper Company.
Address—William L. McGinness, Jr., Commercial Agent, United States Department of Commerce, San Francisco Office of Bureau of Foreign & Domestic Commerce.
Panel—W. B. Gribble, Assistant Export Manager, W. P. Fuller & Company.
Del E. Ladarre, Managing Partner, Delrey International Co.
Gertrude K. Searby, Commercial Agent, U. S. Bureau of Foreign & Domestic Commerce, San Francisco.
Alvin C. Eichholz, Manager, World Trade Department, San Francisco Chamber of Commerce.

JANUARY 26

X

FOREIGN CREDIT, COLLECTION, AND EXCHANGE

9:00 a.m.

(Under the auspices of the Foreign Credit Chapter, Credit Managers Association of Northern and Central California)
Chairman—W. F. Minehan, Assistant Vice-President, Bank of America, N. T. & S. A.
Address—W. L. Guthrie, Assistant Vice-President, International Banking Department, Bank of America, N. T. & S. A.
Panel—E. M. Shapiro, Credit Manager, California Packing Corporation.
J. A. Walker, Assistant General Credit Manager, Standard Oil Co of California.
Charles H. Whitworth, Manager, Public Relations Department, Foreign Credit Chapter, Credit Managers Association of Northern and Central California.

FINAL SESSION

10:30 a.m.

Address—Plan Now to Enter World Markets—Dr. Frank L. Kinner, Director of the Bureau of Business and Economic Research, University of California.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 70 and refer to the Trade Tip's number. Asterisks indicate that names and addresses of references are on file.

REPRESENTATION

*4596 **SPAIN**— Jose Capeta Aulet, Apartado de Correos 418, Barcelona, wants foodstuffs, manures, grains, chemicals, drugs, minerals, fuels, oils, essences, suets, hides, skins, wool, dyes, tanning materials, wood, gums, resins, glue, tools, plastics, raw materials, clothing, shoes, novelties, etc.

4597 **SWITZERLAND**— J. P. Graf, Box 1284, Lausanne, wants agencies for Switzerland and France in colonial goods, raw materials or machines.

4598 **CANADA**—Cope & Co. Ltd., 550 Cambie Street, Vancouver, B. C., want electrical housing fixtures, fluorescent fixtures for factories, stores and offices, transformers, electrical porcelain products, such as knobs, tubes or wiring devices.

*4599 **COLOMBIA**—Inversiones de Hijos de Gustavo Heilbron P. & Co. Ltda., Carrera 60 No. 68-130, Barranquilla, want general merchandise.

*4600 **CHINA**—G. Rambaud, P. O. Box No. 1034, Shanghai, wants agency or representation of manufacturers or exporters of textiles, cotton, chemicals, steel and iron, metals, hardware, machinery, paper, wood oils, bristles, eggs, silks.

4601 **ECUADOR**—J. V. Espinoza G., P. O. Box 607, Guayaquil, wants textiles, flour, canned foods, glassware, aniline, porcelain, enamelled goods, chemicals, rubber goods, sanitary goods, barbed wire, nails, dry colors, cotton goods, hosiery, cutlery, household items, miscellaneous items.

4602 **GREECE**—John C. Papaioannou & Co., 120 Riga Ferreou Street, Patras, wants electrical articles, textiles, yarns, wool, copper sheets and wire, iron, tools, pewter, glassware, jewelry, chemicals.

4603 **PORTUGAL**—Joan Augusto Porto, R. do Amparo 82, 3° E., Lisbon, wants rubber goods, tires, tubes, etc.

*4604 **ITALY**—S.A.C.I., Via Matteo Schilizzi 16, Naples, wants machinery, chemicals, sugar, and other lines.

4605 **HONGKONG**—John Gibbs & Co., Cable Address "Gibco," wants representation of exporters and manufacturers of flour, canned foods, groceries, patented medicines, air conditioners, radio sets, electrical goods, paper, old newspapers, typewriters, office machines, hardware, etc.

4606 **FAR EAST**—N. F. C. Lonborg, 24 P. Zamora, Tacloban, Leyte, wants food products, sundries, hardware, building supplies, paints, machinery, farm machinery such as hand plows, etc.

*4607 **INDIA**—Samsol Products Corporation, 804 B. Kingsway, Dadar, Bombay 14, wants foodstuffs, dyestuffs, chemicals, textile millstores, leather goods, lubricants, rubber goods, photographic chemicals and materials, patent medicines, pharmaceuticals, provisions and baby foods, fertilizers. Also export carpets, rugs, gums, spices, groundnuts, cashews, linseed oil, castor oil, mango chutney and curry powder.

4608 **COLOMBIA**—Tafur-Villalobos & Eisenmayer Cia. Ltda., Box 4826, Bogota, want machinery, tools, building equipment, electrical goods, etc. Mr. Eisenmayer will be in San Francisco February to call on interested companies.

4609 **GUAM**—Sgt. Russell W. Vitek 36901519, 871st Signal Co., Depot AVN., 56th A.D.G., A.P.O. 264 c/o P. M. San Francisco, wants to represent export firm in Guam. All necessities, conveniences and luxuries needed for Island.

*4610 **EL SALVADOR**—Humerto Ramos G., San Salvador, wants fresh fruits, table and sweet wines, canned sardines, salmon and other canned fish.

4611 **CHINA**—Charif Soubra, now visiting U. S., wants connections with exporters and manufacturers of building materials, textiles, foodstuffs. Address: Care of John Matouk, 303 Fifth Avenue, New York.

4612 **PHILIPPINES**—Benedict Orel wants hardware, tools, household items, giftwares. Temporary address in Manila care of American Consulate General, APO 501, P. M., San Francisco. Until January 30 may be reached at 220 South Berendo Street, Los Angeles.

4613 **ECUADOR**—Auad & Co., P. O. Box 790, Guayaquil, wants all lines.

IMPORT

4614 **PORTUGAL**—Andres Pastor, Rua da Padaria 25, 1° E., Lisbon, offers Madeira embroideries, china and silver novelties.

4615 **PORTUGAL**—Fernando Esperanca Clara, Rua Pedro Dias 15, 3° Esq., Lisbon, offers wines, whiskey, etc.

4616 **PORTUGAL**—Gilberto F. Santos, Casa Na Sa de Fatima, Avenida Marques de Tomar, 104-B, Lisboa-Norte, offers religious articles.

4617 **NETHERLANDS**—Brand's Handelsonderneming, Keizergracht 710, Amsterdam-C., offer miniature Dutch wooden shoes.

4618 **CZECHOSLOVAKIA**—Glass firm offers glass lamp shades and high quality table glass. Address inquiries care of Czechoslovak Consulate, 690 Market Street, San Francisco 4.

4619 **CZECHOSLOVAKIA**—Following firms offer glass beads: Bratri Synkove, Vsetin; Josef Cila, Drzkov; Ludvik Lubas, Zelezny Brod; Josef Matousek, Zasada n Zelez, Brodu; Frant. Rydal, Zasada n Zelez, Brodu.

*4620 **INDIA**—Chinoobhai & Bros. Ltd., Churchgate House, Churchgate Street, Fort, Bombay, offer synthetic-cut jewels such as rubies and sapphires.

4621 **SWITZERLAND**—Zurich manufacturer offers raw cotton yarns and cotton fabrics. Address inquiries care of Consulate of Switzerland, 100 Bush Street, San Francisco 4.

4622 **ITALY**—Albert Mark, Milan, offers tissues and yarns for clothing, upholstery, linen, hemp, cotton and jute clothes, sacks of jute, etc. Want agent in this market. Further information at Consulate of Switzerland.

4623 **SPAIN**—Hijo de M. Nocea, Cazalla, Provincia de Jaen, offers wines and liquors.

4624 **MEXICO**—Ortega Hnos., Apartado Postal No. 221, C. Juarez, Chih., offer soap for washing clothes packed in wooden boxes.

EXPORT

4625 **PORTUGAL**—Judice Fialho & Cia., Faro, want modern machinery for fish cannery.

4626 **EL SALVADOR**—Esteban Nasser & Co., San Salvador, want foodstuffs, canned foods, including fish.

4627 **PHILIPPINES**—Gloria Brothers Trading Corporation, 1578 Gen Luna, Paco, Manila, want textiles (printed silk and rayon), footwear for men and women, toilet articles.

4628 **NORWAY**—Norwegian firm wants food products. Address inquiries care of Norwegian Consulate, 244 California Street, San Francisco 11.

4629 **FIJI**—Vishal Bharteeya Company, Ltd., G.P.O. Box 140, Suva, wants automobile parts and accessories, radios, refrigerators, tires, tubes, batteries, lubricants, kitchen equipment, etc.

4630 **FIJI**—Island Souvenirs, Victoria Parade, Suva, want pens, cosmetics, fancy goods, stationery, jewelry, toys, sporting goods, sports clothes, musical instruments, perfumes, glassware, etc.

4631 **GREECE**—Christos K. Vakalopoulos, P.O.B. 154, Athens, wants textiles, hosiery, yarns, haberdashery, papers, cutlery, safety articles, fancy goods, stationery, electrical items, aluminum wares, porcelain, etc.

*4632 **GREECE**—Artemis H. Joannides, P.O.B. 35, Piraeus, wants rope, packings, asbestos sheet, drills, small tools, files, wire rope, chains.

4633 **SWEDEN**—T. Winbergs AB, Kungsportsavenyen 27, Goteborg, wants canned fruit and fish, specially shrimp.

4634 **SWEDEN**—The Swedish Trading Co., Wahrendorffsgatan 4, Stockholm 16, wants machinery and chemical products.

4635 **TAHITI**—Lionel L. Bambridge, B.P. 88, Papeete, wants pre-fabricated bungalows.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6249—WILLIAM J. KELLY & COMPANY, 303 Fifth Avenue, Room 1306, New York City 16, New York, would like to represent local manufacturers in the metropolitan area of New York.

D-6250—SAV-WAY INDUSTRIES, 4875 E. Eight Mile Road, Detroit 13, Michigan, interested to contact local distributor for their electric fan.

D-6251—SAV-WAY INDUSTRIES, 4875 E. Eight Mile Road, Detroit 13, Michigan, looking for a local representative for their coaster wagon.

D-6252—ARCTURUS MANUFACTURING CORP., 4301 Lincoln Blvd., Venice, California, is desirous of establishing sales representation here for their hedge shears and for their to-the-trade drop forging facilities.

D-6253—SUPER CONCRETE EMULSIONS, LTD., 1372-78 East 15th Street, Los Angeles, California, interested in obtaining a representative in the Bay Area for their products.

D-6254—MR. A. B. KRECHTLER, 331 Holtby Road, Bakersfield, Calif., is interested to act as a sales representative in Bakersfield and the San Joaquin Valley Area for Bay Area Manufacturers and distributors.

D-6255—MR. JOHN A. BARRISON, P. O. Box 2121, Louisville, Kentucky, interested in obtaining exclusive sales representation of building and household specialties to be distributed through established wholesalers and large retail stores.

D-6256—MR. CASEY BIESIADA, 1602 S. Pearl St., Milwaukee 4, Wisconsin would like to represent local manufacturers or importers in Milwaukee.

FOREIGN TRADE TIPS—*Continued*

IMPORT-EXPORT

4636 **CHINA**—Thomas Van & Co., 281 Nanking Road, Shanghai, want hardware, such as wire, wire nails, screws, locks, hinges, tools, rubber cement. Also offer exports.

4637 **HONGKONG**—K. I. Joelsohn, c/o Yue Sang Hong, 34 Connaught Road, C., Hongkong, wants foodstuffs, chemicals, medicines. Offers cassia, wolfram, wood oil, feathers, silk.

SPECIAL NOTICE—Victor E. Cappa, local attorney and business leader, will visit the Dominican Republic during March as an official guest of that government. He would be in a position to assist any local manufacturers desiring connections in that country. Mr. Cappa may be reached at his offices at 1850 Clay Street.

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Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, January 31, 1946 | Number 5

WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• SURPLUS PROPERTY

Government-owned property originally costing $1,660,829,000 was declared surplus in December, bringing total declarations of surplus property up to the end of 1945 to $12,431,040,000, the Surplus Property Administration has announced.

Of the total of property declared surplus by the end of December, $4,643,660,000, or 37 per cent, was aircraft considered probably not salable, while other property accounted for the balance of $7,787,380,000. The entire surplus inventory at the end of 1945 totaled $10,092,201,000. Non-salable surplus aircraft accounted for about 35 per cent of this, or $3,550,010,000, while plants and industrial real property comprised roughly another 25 per cent or $2,498,662,000. The $10,092,201,000 inventory figure includes $145,033,000 of property on lease.

• WASHINGTON MEETING

A two-day meeting of the Cooperative Wholesale Advisory Committee with officials of the Surplus Property Administration and of Consumer Goods Division of Reconstruction Finance Corporation was held in Washington on January 15 and 16. Members of the Cooperative Wholesale Advisory Committee from California are William T. Brown, Associated Cooperatives, Inc., Oakland, and John Lawler, Poultry Producers of Central California, San Francisco.

• FEDERAL HOUSING

According to the Federal Housing Administration, applications covering 18,764 dwelling units were received by field offices of the FHA during the first six working days under the new preference rating system for veterans' housing. Of this number 44 per cent were for units to sell for less than $7,500 or rent at less than $60 a month. It is hoped that under the preference system production of 400,000 to 500,000 units can be assured this year.

• RETAIL SALES

Retail store sales in the United States during the fourth quarter of 1945 totaled 22 billion dollars, about one-tenth more than in the corresponding quarter of 1944, and caused total retail sales for the year to exceed 74 billion dollars, 5 billion dollars more than in 1944, according to preliminary estimates by the Department of Commerce.

Consumer expenditures for 1945 were estimated at 104 billion dollars and net savings of individuals at 35 billion dollars. It was estimated that consumers spent 75 percent of their disposable income during the year and 65 percent of the total income payments.

"Set Up Your Import-Export Policies Now," Says Wilbur

The following excerpts from a speech given before the Institute of World Trade last week by Brayton Wilbur, president of the San Francisco Chamber of Commerce, contain facts of great significance in connection with prospects for San Francisco businessmen in the fields of manufacturing, world trade, shipping and finance:

" . . . San Francisco enjoys a singular location, but we well realize that our real future lies in Bay Area unity. I wish to emphasize this point as never before we are in a community which is growing up very rapidly, and close cooperation in this section is necessary for the well-being of all concerned. Therefore, once again let us hearken to Bay Area unity.

"Northern California, and especially the Bay Region, has an excellent opportunity in its foreign trade possibilities if it will but seize it. However, we cannot sit back and wait for the trade to come to us—that does not happen. We must seek the trade. We are receiving hundreds of inquiries from all over the world for Northern California merchandise. These inquiries present possibilities of good connections for export business now and later on.

"This Institute is designed for the purpose of bringing these facts to the attention of manufacturers and to provide them with accurate, up-to-the-minute information on techniques, shipping conditions, etc., that they may immediately establish their foreign trade policy . . . We strongly suggest, and it is urged by our Government, that our manufacturers at this time set aside a percentage of their products for export.

"Those of us in the business as traders realize fully that unless we immediately begin to supply the pent-up demand in foreign countries, other countries will do so, at the expense of our own future export business. We hope our manufacturers will recognize this fundamental logic and allot certain quantities for export . . . in order that San Francisco shall retain its dominant position as the leading trading center on the Pacific Coast. I can assure you here that there are other sections of the country diligently engaged in building up their export connections and supplying goods right now.

" . . . I want to assure you manufacturers that we do have in San Francisco many reliable and experienced export companies which can handle your export lines, but they need your fullest cooperation in securing merchandise to ship. This situation is real, and three or four years from now when we really need export markets, it will mean thousands of jobs in Northern California industries and factories. Thus, I say guard the future by taking heed *now* of the present great export demand.

"We in the Chamber expect to enlarge our facilities to serve you. We are increasing our already ample information files concerning our commercial structure, our industries, our products, and our shipping, which will be made known to foreign businessmen of many concerns all over the world. Furthermore, we plan to revise our lists of traders and manufacturers as quickly as possible for dissemination throughout the world. We are constantly receiving requests for these.

"And one final point—hardly a day goes by when some prominent businessman does not come to the Bay Area to make contacts with manufacturers and exporters with a view to establishing connections for both immediate and future business. . . . We cannot afford to pass up these opportunities, and I beseech you manufacturers to let these people know that you are definitely export-minded and have an eye to the future when your ability to export may spell the difference between profit and loss in your operations.

"Finally, in the consideration of our foreign trade we must bear well in mind that healthy, lasting trade depends upon buying as well as selling. To export we must give our customers the chance to pay. Therefore, again I say—remember well that to sell you must be willing to buy."

S. F. Chamber Creates Aviation Committee; Tenney is Chairman

Membership of a newly-formed Aviation Committee of the San Francisco Chamber of Commerce has been announced by Chairman George C. Tenney.

In announcing the membership, Chairman Tenney explained that the Committee will devote its attention to San Francisco aviation problems, coordinating its activities with those of the Bay Area Aviation Committee, which is concerned with areawide aviation problems.

• **Appointments to the Committee,** representing airlines, aviation, city, civic, freight and manufacturing interests, include the following members:

Dall De Weese, American Airlines, Inc.; Jerome V. Roscoe, Pan American World Airways; G. R. Thornton, Transcontinental & Western Air; James Murphy, United Air Lines; Roy Backman, Western Air Lines, Inc.; Marsden S. Blois, National Aeronautic Association; B. M. Doolin, Municipal Airport; J. Roger Deas, City Planning Commission; Carl J. Eastman, N. W. Ayer Advertising Agency, Inc.; Belford Brown, San Francisco Bank; R. M. Adamson, Shell Oil Company; George C. Tenney, McGraw-Hill Publishing Company; George G. Montgomery, Castle & Cooke, Ltd.; M. G. Licktelg, Railway Express Agency, Inc.; Walter Schlichtman, Thompson Aircraft Tire Corporation; and Kenneth R. MacDonald, manager, Aviation Department, San Francisco Chamber of Commerce, secretary.

S. F. C of C Awarded Citation for Service

A Certificate of Commendation "for especially meritorious and outstanding service" was awarded last week to the San Francisco Chamber of Commerce by Headquarters of the Western Defense Command.

• **Presentation of the citation** was made to Brayton Wilbur, president of the Chamber, by Brigadier General W. H. Wilbur on behalf of Major General Henry C. Pratt, former Commanding General of the Western Defense Command, Presidio of San Francisco, in a ceremony at the Chamber offices.

A reproduction of the citation will be found on page 2.

Certificate of Commendation

Headquarters Western Defense Command
Presidio of San Francisco, California
December 20, 1945

This Certificate of Commendation is awarded to the

San Francisco Chamber of Commerce

For Especially Meritorious and Outstanding Service

☆ ☆ ☆

Citation

THE SAN FRANCISCO CHAMBER OF COMMERCE, as the business organization representative of the San Francisco Bay Area, made constant and invaluable contributions to the successful prosecution of the war effort of our country. The business men of San Francisco and the entire Bay Area showed decided resourcefulness, a high degree of unselfishness, and outstanding patriotism and made possible the great contribution of the entire communitiy for the victory of the United Nations. This citation is intended to convey to them through the San Francisco Chamber of Commerce a fitting testimonial in recognition of their great service.

Major General, U. S. A.
Commanding

"Down Memory Lane"

A Luncheon Talk

by

The Distinguished Actor

JOE E. BROWN

in the

San Francisco Commercial Club

Thursday, February 14, 1946

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

Sponsored by:

SAN FRANCISCO CHAMBER OF COMMERCE
SAN FRANCISCO COMMERCIAL CLUB

SAN FRANCISCO CHAMBER OF COMMERCE
333 Pine Street, San Francisco 4, California

Please reserve ....place(s) for me at $1.50 each at luncheon honoring JOE E. BROWN on Thursday, February 14, 1946, in the San Francisco Commercial Club, at 12 noon.
(Kindly enclose self-addressed envelope for forwarding tickets.)

Name .....

Firm .....

Address .....

CHECK ENCLOSED

$ .....

*At Luncheon in

The San Francisco Commercial Club

Thursday Noon
February 14, 1946

Price $1.50 per plate
($1.46 plus 4c tax)

SURPLUS PROPERTY

NOTE: The surplus disposal functions of the Reconstruction Finance Corp. have been brought together under a new subsidiary named the **War Assets Corporation.** Local offices remain the same.

Consumer Goods Division
30 Van Ness Avenue. . . . . . UN 2425
Capital Material, Supplies & Equipment
256 Montgomery . . . . . EX 8321

The Consumer Goods Division of the War Assets Corp. is conducting a nation-wide sale on $300,000 worth of pre-dated sensitized photographic film and paper and on $32,000,000 worth of new military work clothes consisting of shirts, jackets, and trousers.

Sales Division, Naval Supply Depot, Building 321, Oakland, TWinoaks 4224, Local 7723, is receiving bids on the following:

- **Sales Catalog B-49-46** until 2:00 P.M., Tuesday, February 5 on unused crucible covers of various sizes, molders' wax tapers, elastic goggle head straps, aluminum alloy rivets, life preserver lights, brass combination elbows and nipples, bell glass laboratory jars, laboratory spatulas, magnetic compasses, 1,000 lb. platform scale, industrial thermometers, leather fillet, magnifying glass readers, test tubes, speed-time-distance calculators, glass watch movement covers, "H" design grommets, anti-freeze hydrometers, drafting triangles, and 25 lb. counter scales.
- **Sales Catalog B-50-46** until 2:00 P.M. February 7 on two used domestic refrigerators, unused electric lamps of four types, steel lamp reflectors, electric contact makers, electrical insulation cotton sleeving, 5 ft. extension cords, fuses, heater elements, storage battery terminals, and switch assemblies.

New Sears Store Shows City Growth

Announcement by Sears, Roebuck & Company of its plan to construct a new department store in San Francisco was hailed by Brayton Wilbur, president of the San Francisco Chamber of Commerce as "an added demonstration of the faith of retailers in the future of this city."

Terming the $5,000,000 investment as one of San Francisco's major realty developments, Wilbur declared that the Sears expansion would also help to maintain high levels of employment in this city by providing 500 new jobs for San Franciscans.

"San Francisco's postwar employment and development depend upon such expansions," Wilbur said. "Not only will this company's step provide new jobs, but it will offer added consumer services for the Bay Area's vastly increased population. The growth of San Francisco's consumer market should be encouraging to expansion of other businesses in the city."

Site of the new store will be 300,000 square feet of property at the northwest corner of Calvary Cemetery, Masonic Avenue and Geary Street, according to an announcement by D. S. Tarvid, Sears manager here for the past 14 years. A two-story structure with a basement department, it will provide parking space for 900 cars. It will have three times the shopping facilities of the Sears Mission Street store, Tarvid said.

The balance of the area will be developed into a residential district by the Mayfair Heights Corporation.

Spring Market Opens Feb. 4

San Francisco's Western Spring Market will be held February 4-11, it has been announced by Frank K. Runyan, president of the Western Merchandise Mart.

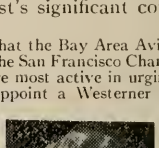
Also scheduled for the same week is the Western Gift, Housewares and Toy Show, which will be held February 7-11, with an open night on February 7.

Runyan revealed that the Western Merchandise Mart will be closed the week end previous to the Market.

Young Named to CAB; West Has Its First Representation

Appointment by President Truman of Clarence M. Young of San Francisco as a member of the Civil Aeronautics Board was greeted here today by Edward V. Mills, chairman of the Bay Area Aviation Committee, on which Young served for more than a year, as "recognition of the West's significant contributions toward aviation development."

Mills pointed out that the Bay Area Aviation Committee and the San Francisco Chamber of Commerce were most active in urging that the President appoint a Westerner to the C. A. B.



CLARENCE M. YOUNG

- **"Young's appointment,"** Mills declared, "gives San Francisco, the Bay Area and the West sound, clear representation on this Federal agency which will determine the pattern of aviation development."

George C. Tenney, chairman of the Chamber's Aviation Committee, declared, "Young's appointment is the first time a Westerner has been given a post in this important Federal agency. The Civil Aeronautics Board will now have not only the viewpoints and needs of the West, but also the services of a man who has long been active both in aviation and in government efforts to advance aviation."

Young, who was appointed to fill the C.A.B. vacancy caused by the resignation of Vice Chairman Edward P. Warner, recently resigned his post as head of Pan American Airways' Pacific Division. He is a former director of the Bureau of Air Commerce and Bureau of Aeronautics in the Department of Commerce, and at one time served as Assistant Secretary of Commerce for Aeronautics.

S. F. Chamber Supports Streetcar Fare Increase

Proposed increase in street car fares has been endorsed by the San Francisco Chamber of Commerce in a statement of reasons why it favors the increase.

"Replacement of the present mass transportation system by a completely new integrated transit system is of paramount importance to the economic and social life of San Francisco," declared R. B. Koeber, Secretary of the Chamber's Traffic and Highway Committee.

- **The Chamber of Commerce** notified the Public Utilities Commission at a public hearing on December 3, 1945, that it approved the proposal of the Manager of Public Utilities to adjust Municipal Railway fares to finance modernization and rehabilitation of surface facilities in San Francisco," Koeber explained.
- **Reasons for approving these proposals** were elaborated by Koeber as follows:

"The proposed pay-as-you-go plan will greatly facilitate rehabilitation of the transportation system. It will cost the people of San Francisco less because it should eliminate the additional costs of a long range financial program.

"This proposal will give the city a new transit system, thereby eliminating the economic loss to its users which would result from a partial or piecemeal program spread over many years.

- **"The increase in cost of living** would average less than one-tenth of one percent of a family's average income," Koeber declared.

"This modernization is broadly recognized as urgently needed. The cost-of-living argument is particularly weak in the light of the fact that in Effective Buying Income per capita San Francisco ranks as first among all cities in the United States of over 500,000 population. The proposed fare of eight and one-third cents is not above the average for comparable cities in the nation."

Admiral Tisdale Reports on Bay Area Naval Installations

A brief report on San Francisco's naval installations was given by Rear Admiral Mahlon S. Tisdale, Commandant, U. S. Naval Base, San Francisco, before the Board of Directors of the San Francisco Chamber of Commerce at its meeting on January 24.

- **San Francisco** became a full naval base on November 30, 1945, Admiral Tisdale explained, when the 26 existing naval installations in the Bay Area were organized into a base under one administrative head—the Commandant.

"All of the component activities are separate commands, each under direct control of a commanding officer," Tisdale stated. "The naval base comprises and integrates those naval activities which contribute to the mission of the Naval Base, to serve the Fleet."

All information and liaison with various activities of the base are available at the Ferry Building headquarters.

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Bay Region Business

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Volume 3 | Thursday, February 7, 1946 | Number 6

General Business Activity

Thumb Nail Sketch: by the Research Department

Complete year-end reports for 1945 on major activities in the Bay Area revealed new maximums established by many fields and wide contrasts between prewar levels.

The population on January 1, 1946 is estimated at 2,543,000, 157,000 above a year ago and 808,692 or 46.6 per cent above the 1940 census for the 9-county area.

Retail sales estimate for 1945 of $1,937,024,000 is $176,000,000 above 1944 and $1,060,628,000 or 121 per cent above the total reported by the census for 1939. Wholesale sales estimate of $3,478,000,000 for 1945 exceeds the 1944 estimate by $64,277,000 and the 1939 sales by $1,842,018,000 or 112 per cent.

Financial transactions measured by bank debits in the Bay Area soared to $27,393,883,000 or $1,750,182,000 above 1944 and $14,320,142,000 above the 1940 level, representing an increase of 127 per cent.

1945 freight car movements in the San Francisco-Oakland switching limits totaling 784,567 were 40,925 under the 1944 level but 370,106 above the 1940 level.

1945 payrolls in the manufacturing industries in the San Francisco Industrial Area (5 counties) estimated at $473,000,000 dropped off about 34 per cent from the 1944 level but were nearly four times the total reported by the 1939 census which mounted to $110,964,000. The nonmanufacturing industries reported payroll increases during 1945 over 1944 of 5 per cent in the retail, wholesale, and laundry groups, and 10 per cent in the hotel group.

• GENERAL BUSINESS

San Francisco business activity attained a new high in December. Our index reached 247, topping the previous high of December 1944 by 6.6 per cent, the annual average at 203.1 surpassing last year by 7.9 per cent.

• TRADE

Bay Region department store sales for the last few months of the year were above similar months a year ago and the cumulative sales for the entire year were up 11 per cent, which was identical to the rise for California, Seattle, and the 12th Federal Reserve District.

Sales of independent retailers in California were 19 per cent higher for November 1945 than for November 1944 with the 11 months sales 10 per cent above last year's volume, according to the latest report from the Bureau of the Census.

Increases reported by Bay Area cities for this period were led by Santa Rosa with 19 per cent gain, Pittsburg followed with 17 per cent, San Francisco with 11 per cent, San Jose 10 per cent, Oakland 9 per cent, Berkeley 9 per cent, and Palo Alto 8 per cent.

In San Francisco the apparel group led all groups with a 16 per cent gain for the cumulative period. The food group reported a 3 per cent increase, eating and drinking places 13 per cent, drug stores 11 per cent, motor vehicle dealers 11 per cent, furniture stores 6 per cent, and hardware stores 17 per cent.

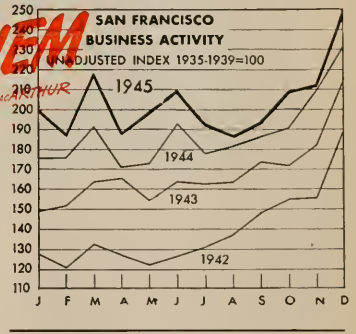
• EMPLOYMENT OPPORTUNITIES

Reports on job openings in the San Francisco Bay Area as of the beginning of January 1946 showed a total of 15,576. More than half, or 8,310, were in San Francisco. 4,893 of these were clerical opportunities, 1,109 professional, 403 in sales, and the balance were in the skilled, semi-skilled, and unskilled divisions.

Reports indicate that employers in all areas are giving the veterans preferential treatment. During December San Francisco's office of the United States Employment Service reported a total of 5,465 placements. Based on a partial report, 43 per cent of the placements were in the clerical and sales group, 14 per cent in the service, 9 per cent in the skilled, 7 per cent in the semi-skilled, and 27 per cent in the unskilled, and less than one-half per cent in the professional and managerial group.

• OTHER SUBSTANTIAL DEVELOPMENTS

in San Francisco during the year were revealed in the following activities—shares traded on the San Francisco stock exchange were up 61 per cent in number and 80 in market value over last year; postal receipts rose 43 per cent to a total of $50,818,124; real estate sales established a new all-time high; San Francisco air traffic totaled 34,040 planes in and out or 66.9 per cent above last year, and the number of passengers on and off soared to a total of 449,145 or 72 per cent above a year ago; sales of electrical energy were up 8.7 per cent and industrial and commercial gas sales 9.7 per cent; and total construction 45.3 per cent in value.



"TAKE CARE OF THEM" —GEN. MacARTHUR

YOUR RED CROSS — STILL AT HIS SIDE

NEW MAXIMUMS AND WIDE CONTRASTS

S. F. BAY AREA*	1945	1944	1940	Inc. or Dec. 1944 to 1945	Inc. or Dec. 1940 to 1945
Population	2,543,000 (e)	2,385,799 (e)	1,734,308 (a)	+ 151,201	+ 808,692
Retail Trade (000)	$ 1,937,024 (e)	$ 1,760,931 (e)	$ 876,396 (b)	+$ 176,093	+$ 1,060,628
Wholesale Trade (000)	$ 3,478,105 (e)	$ 3,413,828 (e)	$ 1,636,087 (b)	+$ 64,277	+$ 1,842,018
Manufacturing Wages (000) (c)	$ 473,000 (e)	$ 718,820 (e)	$ 110,964 (b)	−$ 245,820	+$ 362,036
Bank Debits (d)	$27,393,883 (a)	$25,643,701 (a)	$12,073,741 (a)	+$1,750,182	+$15,320,142
Freight Movements (f)	784,567 (a)	825,492 (a)	414,461 (a)	− 40,925	+ 370,106

*9 county Area; (a) actual; (b) 1940 census for 1939; (c) 5 county-S. F. Bay Ind. Area; (d) 5 Bay Cities; (e) estimate; (f) S. F.-Oak. switching limits.

Citation of Commendation Presented C of C

Brigadier General W. H. Wilbur, former Chief of Staff, Western Defense Command, Presidio of San Francisco, presents "Certificate of Commendation" to Brayton Wilbur, president, San Francisco Chamber of Commerce, in recognition of the Chamber's "especially meritorious and outstanding service" during the war.

Outlays for California Facility Expansions Top $3,353,000,000

Outlays for manufacturing, housing and military facility expansions in California, during the five years ended June 30, 1945, greatly exceed those made in any other state.

This statement is based on information developed by the San Francisco Chamber's Industrial Department from statistical material provided by the Industrial Statistics Division of the Civilian Production Administration and just made available.

• **California outlays** were as follows:

Manufacturing facilities	$ 1,481,000,000
Housing	350,000,000
Military Facilities	1,522,000,000
Total	$ 3,353,000,000

• **Corresponding figures** for the United States were:

Manufacturing facilities	$26,030,000,000
Housing	2,339,000,000
Military facilities	13,826,000,000
Total	$42,195,000,000

• **Percentages of national totals** in California were:

Manufacturing facilities	5.7%*
Housing	15.0%
Military facilities	11.0%

*The percentages of manufacturing facilities provided in California out of the national total range from less than one-tenth of one per cent for explosives and ammunition loading to 18.1% for ship construction and repair.

In the aggregate amount of facility outlays, Texas was second to California with $2,412,000,000 and Pennsylvania third with $2,224,000,000.

• **Of the total facilities** in the United States, 79% were financed by the Federal Government as compared with 86% in California. Greatest outlays in proportion to the national total made in California were for naval facilities, totaling $884,000,000—18.2% of the national total for this purpose and 26.4% of the aggregate outlays made for facilities in California.

S. F. Chamber Luncheon Will Honor Actor Joe E. Brown

Joe E. Brown, distinguished actor now appearing in San Francisco in the stage play, "Harvey," will be guest speaker at a luncheon sponsored by the San Francisco Chamber of Commerce and Commercial Club, Thursday, February 14, in the Club's dining room.

• **A stage trouper for the past 40 years,** Brown has been devoting his time to entertaining service men overseas during the last three years. He holds the record for the number of personal appearances given overseas and the total number of service men before whom he has appeared. He has entertained troops in Alaska, the Aleutians, Africa, Italy, Australia, New Guinea, the Philippines, and in the China-Burma-India Theatre.

His experiences have been related in a book entitled "Your Kids and Mine"—150,000 copies of which have been sold.

Convention of State C of C Managers Opens

C. P. Tanner, assistant general manager of the San Francisco Chamber of Commerce, and Carroll Snyker, manager of the Chamber's Domestic Trade Department, left yesterday for Riverside, California, to attend the annual convention of the California Association of Chamber of Commerce Managers on February 7, 8 and 9.

Tanner is a director of the Association and a member of the Convention Committee.

S. F. Chamber Is First To Urge Statehood For Hawaii

Immediate admission of the Territory of Hawaii to statehood was urged by the Board of Directors of the San Francisco Chamber of Commerce, which is the first chamber of commerce in the nation to take such action.

Asserting that Hawaii has fulfilled every qualification for statehood, the Board cited the Territory's well functioning, orderly government as evidence of Hawaii's capacity to conduct her own affairs.

• **Hawaii's self-sustaining economy** and valuable resources and property also give her statehood status, the Board maintained. It was pointed out that the Territory has greater population than four states and a greater area than three states in the Union.

Though a Territory, Hawaii is subject to Federal taxation imposed on states, but without representation in Congress. Placing Hawaii on an equal footing with the other states of the United States would give the Territory fair representation and eliminate unfair discriminations, the Board stated.

• **From the military standpoint,** the admission of Hawaii to statehood would have far-reaching international importance, for it would bind this strategic military base more closely to the United States, it was asserted.

Brayton Wilbur, president of the Chamber, pointed out that the admission of Hawaii would also have great social significance. "The heterogeneous people of Hawaii have already demonstrated their ability to integrate their lives and interests into the American pattern by their harmonious relations and their loyalty to the United States during World War II," Wilbur said. "Admission of Hawaii to statehood would intensify that loyalty."

Bay Area Expands Furniture Production

Increasing importance of the San Francisco Bay Area as a furniture production center is reflected in an announcement made by the industrial departments of the Oakland and San Francisco Chambers of Commerce.

Plans have been completed by the National Automotive Fibres Corporation, the largest supplier of upholstered equipment for automotive manufacturers, to begin the manufacture of furniture in the Bay Area. Sales headquarters have already been established in San Francisco for Market Week, with the Oakland Division selected as the manufacturing site from among the company's seven plants throughout the country.

Furniture manufacturing in the firm's Oakland plant will require an expansion of some 65,000 square feet, and a sizeable expenditure for new construction and equipment. Personnel will be increased by 200 to 250 people at the factory level and will constitute an addition to the industrial permanent payroll of over $750,000.

• **Charles Futterer,** authority in furniture production and design, and recently head of his own manufacturing concern, has been retained to supervise the furniture division, according to J. G. Bannister, Oakland Divisional Manager.

December and Annual Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY		DECEMBER 1945	DECEMBER 1944	PER CENT CHANGE	12 MONTHS 1945	12 MONTHS 1944	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY							
San Francisco C. of C. Index 1935-39 Avg.=100		247.0	231.6	6.6	203.1	188.2	7.9
CONSTRUCTION PERMITS							
Total	(number)	549	319	72.1	5,577	4,036	38.2
	(value)	2,505,709	532,967	370.1	16,780,030	11,549,587	45.3
Residential, New	(number)	218	38	473.7	1,695	1,281	32.3
	(value)	1,460,700	162,000	801.7	9,244,325	7,240,625	27.7
Single-family Dwellings, New	(number)	177	25	608.0	1,241	1,194	3.9
	(value)	1,042,450	85,000	126.4	5,928,925	4,083,800	45.2
Non-Residential, New	(number)	22	6	266.7	151	100	51.0
	(value)	363,134	72,750	399.2	2,888,954	712,390	305.5
Additions, Alterations & Repairs	(number)	309	197	56.9	2,938	1,954	50.4
	(value)	681,875	281,702	142.1	4,419,082	3,457,972	27.8
Installations	(number)	....	78	...	....	802	....
	(value)	...	16,515	...	....	158,589	....
REAL ESTATE							
Sales	(number)	1,596(d)	1,155	...	14,744(d)	13,559	...
	(value)	22,544,370(d)	11,524,490	....	162,830,168(d)	128,369,437	...
Mortgages & Deeds of Trust	(number)	1,341(d)	1,009	....	....	12,555	
	(amount)	11,836,017(d)	7,567,542	....	....	95,421,834	
Releases	(number)	...	1,035	...	...	13,992	
	(amount)		7,390,368	...	...	100,033,839	
RETAIL DEPARTMENT STORE SALES							
San Francisco	(index)	352	317	11.0	214	190	12.6
FINANCE							
Bank Debits	($000)	2,094,972	1,870,407	12.0	21,248,370	19,669,361	8.0
Bank Clearings	($000)	1,504,839	1,416,494	6.2	15,743,541	14,834,954	6.1
Postal Receipts	($)	3,989,750	5,042,672	20.9	50,818,124	35,441,358	43.4
San Francisco Stock Exchange	(no. shares traded)	1,380,954	597,739	131.0	9,754,154	6,059,050	61.0
	(market value)	21,726,255	11,492,733	89.0	186,126,964	103,305,121	80.2
COMMERCIAL FAILURES	(number)	0	0	....	9	12	-25.0
Liabilities	($)	0	0	....	184,576	293,291	-37.1
Assets	($)	0	0	....	19,421	173,774	-88.8
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)							
Employment	(index)	95.3	279.7	-65.9	206.1	302.2	-31.2
Payrolls	(index)	154.0	552.2	-72.1	380.1	575.8	-34.0
NON-MFG. INDUSTRIES (5 Co.'s) (a)							
Laundering, Cleaning, Dyeing	(payroll)	169.0	166.8	1.3	166.9	158.7	5.2
Wholesale Trade	(payroll)	150.5	146.5	2.7	150.8	143.2	5.3
Retail Trade	(payroll)	166.0	166.2	-0.1	142.8	135.3	5.5
Hotels	(payroll)	224.5	200.3	12.1	206.8	187.9	10.1
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.							
Industrial Placements	(number)	5,465	12,924	-57.7	111,499	146,960	-24.1
Commercial Placements	(number)	4,728	12,094	-60.9	97,415	133,304	-26.9
	(number)	737	830	-11.2	14,084	13,656	3.1
TRANSPORTATION							
Freight Car Movements	(number)	21,336	29,495	-27.7	349,709	368,485	-5.1
San Francisco Airport Traffic	(no. planes)	3,429	2,219	54.5	34,040	20,398	66.9
	(no. passengers)	40,960	27,617	48.3	449,145	260,931	72.1
Express Shipments—Rail	(number)	529,950	434,837	21.9	4,418,009	3,781,121	16.8
Air	(number)	18,282	11,672	56.6	140,537	103,233	36.1
Air Mail Loaded	(pounds)	2,606,178	1,391,980	87.2	21,799,623	10,204,279	113.6
WORLD TRADE							
Vessel Arrivals with Cargo	(number)	40(1)	...	....	502(2)	656(3)	....
	(net registered tons)	161,000(1)	....	....	2,170,000(2)	2,980,000(3)	....
Vessel Departures with Cargo	(number)	109(1)	....	....	1,337(2)	1,259(3)	....
	(net registered tons)	452,000(1)	....	....	5,782,000(2)	5,346,000(3)	....
Exports—Value	(millions of dollars)	....	....	.	303(4)	646(5)	....
Quantity	(millions of pounds)	...	....	.	4,132(4)	4,760(5)	...
Imports—Value	(millions of dollars)	.	....	.	69(4)	88(5)	...
Quantity	(millions of pounds)	.	.	.	1,080(4)	1,140(5)	. .
UTILITIES & NEW DEVELOPMENTS							
Electric Energy Sales Index	(k.w.hrs.)	189	192	-1.6	183+	168+	8.7
Industrial & Commercial Gas Sales	(cu.ft.)	980,219,000	1,141,157,500	-14.1	12,785,568,200	11,659,514,400	9.7
Water Consumers	(connections)	....	....	....	133,621	131,271	1.8
Tourist & Settler Inquiries	(number)	109	36	202.8	1,480	724	104.4
DAIRY RECEIPTS, FRUITS & VEGETABLES							
Butter	(pounds)	3,149,188	4,071,852	-22.7	47,193,130	50,022,947	-5.7
Cheese	(pounds)	1,191,638	1,079,940	10.3	16,002,467	15,659,399	2.2
Eggs	(cases)	61,385	127,502	-51.9	1,411,626	1,756,575	-19.6
Poultry, Dressed	(pounds)	4,791,929	5,450,925	-12.1	28,104,410	36,822,706	-23.7
Fruits & Vegetables	(carlots)	1,630	1,776	-8.2	23,666	24,041	-1.6
LIVESTOCK SLAUGHTER (b)	(total number)	196,572	168,429	16.7	2,385,483	2,478,967	-3.8
Cattle	(number)	44,894	42,442	5.8	521,854	439,622	18.7
Calves	(number)	6,822	9,659	-29.4	147,829	161,449	-8.3
Sheep and Lambs	(number)	92,532	85,175	8.6	1,341,647	1,185,015	13.2
Hogs	(number)	52,324	31,153	68.0	374,153	692,881	-46.0
S. F. LIVING COSTS 1935-39 Avg.=100							
Food	(index)	151.5(d)	149.1	....	147.7(d)	143.8	....
Clothing	(index)	144.7(d)	141.4	....	142.8(d)	137.0	.
Rent	(index)	(106.4)(d)	106.1	...	(106.3)(d)	106.2	.
Fuel, Electricity & Ice (c)	(index)	92.9(d)	92.6	...	92.8(d)	92.6	
House Furnishing Goods	(index)	122.2(d)	138.8	....	132.0(d)	131.0	.
Miscellaneous	(index)	133.1(d)	131.2	....	132.5(d)	128.8	
All Items	(index)	134.4(d)	132.7	...	132.5(d)	129.4	

(1) October 1945; (2) 10 months 1945; (3) Full year 1944; (4)Full year 1944 (latest available), full year 1943 (latest available.

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

(d) 11 months cumulative or average.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 70 and refer to the Trade Tip's number. Asterisks indicate that names and addresses of references are on file.

VISITOR FROM PERU

Luis Schydlowsky, agent and distributor of Lima, Peru, is in San Francisco to contact manufacturers of lumber, machinery, and other lines. He has been established in Lima 18 years and represents a number of important American accounts. He also represents several important Peruvian manufacturers of silver costume jewelry. Appointments to see him may be arranged through this office. He will be here for about 10 days.

VISITORS TO SAN FRANCISCO

4638 SOUTH AFRICA—Mr. T. T. Kock, manufacturers representative, will arrive in San Francisco the latter part of February for the purpose of establishing connections with export manufacturers seeking agencies for the Union of South Africa. Interested in all lines. Address inquiries care of World Trade Department.

4639 CHINA—Visitor from China seeking connections with suppliers of tobacco products, such as cigarettes, smoking tobacco, cigars. Address inquiries care of World Trade Department.

REPRESENTATION

4640 CANADA—T & C Distributors Incorporated, 1168 St. Catherine St. W., Montreal, invite correspondence with manufacturers desirous of introducing their lines to the Canadian trade by having their products manufactured in Canada rather than by exporting them.

4641 ITALY—Guido Sauri, S. Croce 1100, Venezia, wants all lines.

***4642 PANAMA**—George M. Arias, Box 205, Panama City, wants lumber, steel, cement, other building materials.

***4643 MEXICO**—Murray y Cia., S. de R. L., Venustiano Carranza 40, Despacho 320, Mexico, D. F., wants steel, construction materials, hardware, industrial chemicals. Wants exclusive representation of tiles, sponges, edible gelatine, evaporated and powdered milk, dry eggs, hardware, felt for horse blankets, felt for ladies' slippers, lard, foodstuffs.

4644 FAR EAST—Claude E. White, Far East Motors, seeks connections with manufacturers of automobile accessories for distribution in Hong Kong, Macao and South China. May be reached at present at 3325 East 2nd Street, Long Beach, California.

***4645 CHINA**—New Mutual Trading Corporation, 124 Rue du Chaylard, F. C., Tientsin, wants all kinds of foodstuffs, metals and hardwares, industrial chemicals, paper.

EXPORT

4646 PHILIPPINES—Devilla & Company, P. O. Box 93, City of Cebu, want paper goods, printers' supplies, canned fish and foodstuffs, gas ranges and stoves, toiletries, school equipment and supplies, glassware and chinaware.

4647 PHILIPPINES—Loyalist Union, 1558 Rizal Avenue, Manila, wants musical instruments, radios, electrical appliances, office appliances, hardware and machinery, watches and jewelry, new and second hand clothes.

4648 STRAITS SETTLEMENT—Chee Sang Co., 44-A & B. Bain Street, off Victoria Street, Singapore, want dental goods, dental medicines and instruments, drugs and medicines, glass bottles and corks, paper, cardboard and stationery.

4649 MEXICO—Enrique Cornejo Sicre, Isabel la Catolica No. 13, Desp. 507, Mexico, D. F., wants portland cement.

4650 MEXICO—Following equipment desired for Mexico: 30 new or used dump trucks; 1 bulldozer; 35 tons angle iron, 4 in. x 6 in. x $\frac{5}{8}$ in.; 75 tons angle iron, 4 in. x 4 in. x $\frac{3}{8}$ in. Interested parties get in touch with Frank Marsh, Manager, Washington Office, San Francisco Chamber of Commerce, 710-14th Street N. W., Washington, D. C., for further details.

4651 HONG KONG—Kwong Cheong Shing, No. 37, Gilman Bazaar Central, wants raisins.

4652 ARGENTINA—Enrique T. Bonelli, Cordoba 961, Rosario, wants iron and sheet metal.

4653 PHILIPPINES—Far Eastern Educational Supply, Inc., Manila, wants textiles, women's and children's dresses, cosmetics, construction materials, hardware and mechanics' tools, shoes and leather goods, nails, dress shirts and leather goods, pharmaceuticals and drugs, office equipment, cigarettes. May be reached at Branch Office, Suite 608, Earle Building, Washington 4, D. C.

4654 CANADA—Southern Canada Export Company, 720 Tramways Bldg., 159 Craig St. W., Montreal 1, wants zippers, nail clippers, nail files, nail scissors, tweezers, pocket knives.

4655 PHILIPPINES—Ollada Brothers & Co., 279 M. Earnshaw Street, Manila, want oil colors in tubes, linseed oil, banana oil, varnish, oil color flat brushes.

Payment of Philippine War Damage Urged

Immediate enactment of Congressional legislation to provide for the payment of war damage in the Philippine Islands has been urged by the Board of Directors of the San Francisco Chamber of Commerce.

● **The Board adopted a resolution** endorsing Bill S. 1610, with certain amendments proposed by the Chamber's Philippine Affairs Committee, which it felt would accomplish a more equitable compensation for losses sustained.

One amendment would *not* make it mandatory, as the Bill now states, to rebuild, replace or repair property before payments are made, but would leave it to the discretion of the Philippine Commission to determine, in individual cases, whether such action would be unreasonable or impractical. It also provides that nothing shall preclude the partial payment of claims as the rebuilding, replacing or repairing of property progresses.

Coupled with this measure is the trade relations bill; the early approval of both is necessary before orderly rehabilitation can be undertaken, the Board stated.

SURPLUS PROPERTY

The Marine Corps Depot Supplies, 100 Harrison Street, is receiving bids on the following:

● **Sales Catalog B-72-46** until 11:00 A.M. February 27 on 22 circular canvas water storage tanks of 3,000 gal. capacity in poor condition;

● **Sales Catalog B-71-46** until 11:00 A.M. February 19 on three lots of various sizes of tent poles.

The Navy Material Redistribution and Disposal Office, 785 Market Street, is receiving bids on the following:

● **Sales Catalog B-273-46** until 10:00 A.M. February 13 on 808 1½ in. galvanized wire rope sockets and on 1,237 1¾ in. galvanized cable clips. Both in new-excellent condition;

● **Sales Catalog B-270-46** until 10:00 A.M. February 12 on 36 life ring buoys, 35 2,000 lb. prime Western grade zinc slabs, and on 6 pieces of raw crude rubber gasket stock. All in new-excellent condition;

● **Sales Catalog B-267-46** until 10:00 A.M. February 11 on 100 complete stanchion sets for raising and lowering wood ramps for landing equipment;

● **Sales Catalog B-269-46** until 10:00 A.M. February 12 on 1 salvable Yoder angle press.

Sales Officer, Supply Department, Mare Island Navy Yard is receiving the following bids:

● **Sales Catalog B-25-46** until 2:00 P.M. February 13 on the following new material:

Twin socket plugs; duplex outlet receptacles; surface rotary switches; sponge rubber; shell reamer arbors; wood boring machine bits; machine hacksaw blades; pneumatic tool chisels; lathe cutter bits and dogs; center key driffs; various types of twist drills; various types of tool holders; lathe mandrels, bridging and trucking reamers; drill extension and reducing sockets; abrasive belts; counter sinks; hand taps; wrenches; anchor, drop and machine bolts; rivet burrs; machine screw nuts; various types and sizes of machine screws; coil packing; flooring nails; water, steam and gas hose; fibreboard glass; clear glass tubing; brass and steel tubing; copper pipe; gage glasses; fuses; wide mouth bottles; boat bells; snatch blocks; sheet metal collanders; binder covers; boiler tubes; oil burners; structural steel channels; fish oil; smoke stack paint; Jacob's ladders; forging steel; 1 in. centrifugal and dynamo condenser pumps.

● **Sales Catalog B-27-46** until 2:00 P.M. February 13 on various types and sizes of water-tight attachment plugs and steel stuffing tubes.

● **Sales Catalog B-28-46** until 2:00 P.M. February 13 on various types and sizes of commercial electric laundry washers and dryers.

National Traffic Expert Speaks To City Planning Representatives

San Francisco's traffic problems were the subject of discussion at a public luncheon sponsored by the City Planning Commission and Public Utilities Commission, Wednesday, February 6, in the Italian Room of the St. Francis Hotel.

● **Edward L. Turkington,** chairman of the Traffic and Highway Committee of the San Francisco Chamber of Commerce, presided as chairman.

Guest speaker was Leslie Williams, City Planning Engineer, American Transit Association, who discussed "Traffic Congestion and What Can Be Done About it."

Williams, who is touring the nation on behalf of the American Transit Association, will also address public meetings in Oakland and Berkeley while in this area.

After a career spent in the study and teaching of traffic engineering at Harvard and Yale Universities, Williams became director of the Civic Planning and Traffic Board of Providence, Rhode Island, and engineer-director of the Governor's Commission on Metropolitan Transportation in Rhode Island. He subsequently was appointed to his present position with the American Transit Association, which is the national professional agency of the American transit industry.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6257—CONSOLIDATED MOTORS LIMITED, 229 Main Street, Winnipeg, Canada, would like to represent local manufacturers in their territory.

D-6258—L. S. REED & COMPANY, 2239 East Colfax Avenue, Denver 6, Colorado, interested in additional electrical, automotive and building lines to represent. They cover the following area: Colorado, Wyoming, New Mexico, Utah, Montana, South Dakota, Kansas, Nebraska, Oklahoma and parts of Texas.

D-6259—METAL-PORTABLE-FIRE ESCAPE CO., Murray Building, Grand Rapids 2, Michigan, looking for an exclusive distributor in this territory for their product.

D-6260—MR. M. L. HUEBSCH, 81 Yale Street, East Williston, New York, is seeking to act as agent or representative for tools or instruments. Could handle other lines as food or items for packing industry.

D-6261—RESEARCH TOOL COMPANY, Saginaw, Michigan, looking for an agent or representative to handle their burrs and rotary files in this territory.

D-6262—MR. VIC H. OWEISS, 820 Carolina, Vallejo, California, would like to represent local manufacturers in the metropolitan area of Los Angeles and surrounding suburban area.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• ELECTRICAL PRODUCTS

A spot check on the stocks of 34 leading producers of electrical refrigerators, washers, radios, ranges, and ironers at the end of December showed no excessive inventories of finished products being withheld from the market, the Civilian Production Administration has disclosed. Six plants had no inventories at all, though they had produced a total of 78,525 units—electrical refrigerators, washers or radios—since reconversion. Another six companies (including an electric ironer firm) had an inventory of less than 500 units each. As only 29 companies were in production at that time, of the 34 firms checked, the fact that 12 of the 29 producing companies only had inventories of less than 500 units each indicates that shipments were being made steadily.

A total of 526,046 units—electrical refrigerators, washers, radios, ranges or ironers were made since reconversion by the 29 spot-checked producing plants. Only 47,350 units of this total were in inventory at the end of December, the period when this survey was made. Many of the units in inventory had not been shipped, Civilian Production Administration officials found, because the manufacturer was accumulating quantities with which to supply his distributors for a uniform display date, or because pricing arrangements had not been completed, or because of difficulties in obtaining crating material.

• MOTOR VEHICLES

Sampling of the condition of motor vehicles available in surplus as of December 21, 1945, showed that more than 54 percent required repairs, 6.8 percent were not useable as vehicles and only 6.1 percent of the trucks and jeeps were new, the Surplus Property Administration has announced. No new passenger cars were available.

The inventory as of December 31, 1945, listed 31,084 surplus motor vehicles, an increase of 3,406 cars over the November 30 inventory. The bulk of these vehicles were trucks and jeeps, totaling together 26,513 for November and 29,882 for December.

• AGRICULTURAL PRODUCTS

The Department of Agriculture has reported to the Surplus Property Administration that acquisitions of surplus agricultural products in December 1945 totaled $16,800,000. This figure is twice that for acquisitions in November, but far below the $57,900,000 peak reported during the month of October. The report said that disposals, on the other hand, dropped

(Continued on page 4)

C of C Wages "Cable Campaign" for UNO Site; Area Is Mobilized

The San Francisco Chamber of Commerce today renewed its invitation to the United Nations Organization to locate headquarters in this area and simultaneously mobilized all community agencies and officials in other cities around the Bay in a last minute "campaign by cable" to get the headquarters here.

Following is text of a cablegram sent last week by the Chamber:

"We renew our most earnest invitation to locate the headquarters of the United Nations Organization in the San Francisco Bay Area where the Security Charter was created. This City of Peace on the shores of the Pacific, together with the eighty communities of the area and its three million citizens will welcome you and serve you in every possible way to facilitate your sacred task of preserving the peace of the world."

City officials of San Francisco and other Bay Area cities as well as community organizations were urged by telephone to send cables within the next eight hours to London endorsing the Chamber's invitation on behalf of the Area.

"Everything possible has been done to date to bring the headquarters to this city and we have carried on an extensive campaign ever since the meeting here last year," commented Chamber President Brayton Wilbur. "The UNO Committee has our official invitations, but we feel that it might be helpful at this time to renew our invitation so that the delegates may be in no doubt that this area will welcome their organization.

"It is urgent that this be done immediately," Wilbur said. "Cablegrams are now our only hope and they may turn the tide in our favor."

Aviation Magazine Hails Young Appointment to C. A. B. Post

Recent appointment of Clarence M. Young of San Francisco to the Civil Aeronautics Board is hailed as "a wise and thoughtful selection" in an editorial appearing in the current issue of American Aviation magazine.

• **"President Truman's nomination** of Clarence M. Young to the long-vacant position on the five-man Civil Aeronautics Board is extremely welcome news," states the editorial. "A man of experience and ironclad integrity, Young is highly respected throughout aviation. He will add dignity and a thorough knowledge of the industry to the Board. . . . The President is to be commended for a wise and thoughtful selection."

Young, who recently resigned his post as head of Pan American Airways' Pacific Division, has been an active member of the Bay Area Aviation Committee.

Record Attendance at S. F. Spring Market

The first day's attendance at San Francisco's Spring Market Week this year was double the best attendance of any previous year, according to a report by Frank K. Runyan, president of the Merchandise Mart.

Figures show that 24 out of 48 states were represented at this year's Western Spring Market, with buyers coming from as far away as Korea, South America, Alaska, and Hawaii.

Facilities of the San Francisco Chamber of Commerce were used to reach merchandisers in the West, announcing Market Week dates. Under the direction of Chairman Carl J. Eastman, the Chamber's Domestic Trade Committee sent notices to approximately 9,000 buyers and 104 Chambers of Commerce.

Second Northern California Management Conference

Brayton Wilbur, president of the San Francisco Chamber of Commerce, will open the first session of the Second Annual Northern California Management Conference today at the Palace Hotel.

• **Wilbur will introduce Howard Ehrlich,** executive vice-president, McGraw-Hill Publishing Company, New York, who will address the opening session.

Sponsors of the Conference are the San Francisco Bay Area Chapter, Society for the Advancement of Management; San Francisco Section, American Society of Mechanical Engineers; Graduate School of Business, Stanford University; School of Business Administration, University of California.

Modesto CofC Has New Head

Major Art Sargent, manager for several years of the Watsonville Chamber of Commerce before he went into the Army, has been appointed Manager of the Modesto Chamber of Commerce.

• **Major Sargent,** who was separated from the Army last month, fills the vacancy left by the death of Robert L. Kimmel who was Manager for many years of the Modesto Chamber of Commerce.

Before he entered the Army, Sargent was active in both CANCCOCE and the California Association of Chamber of Commerce Managers. He is a Past President of CANCCOCE and editor for two years of the Service Bulletin, house organ of the State Association.

C of C Industrial Head Gives Talk at San Pablo

"Community Aspects of Industrial Development" was the subject of an address delivered at a membership meeting of the San Pablo Chamber of Commerce last week by G. L. Fox, Manager of the San Francisco Chamber's Industrial Department.

Under the presidency of Manuel Mello, San Pablo fire chief, the San Pablo Chamber has expanded its activities and is tackling many problems of the community which has jumped to a population of approximately 36,000.

Mineral Position of the U. S. Revealed by Mining Authority

Divergent views on the mineral position of the United States and prospective mining conditions were explored at the first meeting of the San Francisco Chamber's 1946 Mining Committee last week.

• **Elmer W. Pehrson,** Chief, Economics and Statistics Branch, U. S. Bureau of Mines, was a guest of the Committee. He reviewed and explained policies underlying his recent paper on "The Mineral Position of the United States and the Outlook for the Future." This paper has been widely quoted and many of its conclusions have been attacked by mining men.

The necessity for increased prospecting was emphasized in the course of the session and it was understood that proposed national policies in reference to the future of the domestic mining industry will have the further attention of the Committee.

C of C 1946 Mining Committee Named; George B. Dodge Renamed Chairman

Appointment of members of the 1946 Mining Committee of the San Francisco Chamber of Commerce has been announced by President Brayton Wilbur.

• **George B. Dodge,** one of the owners of the American Rubber Manufacturing Company who is widely known among western mining men, will again serve as chairman of the Committee.

Members who have been named are: B. C. Austin, mining engineer; Thomas V. Barton, Consolidated Chollar Gould & Savage Mining Company; Robert Beale, attorney; James Bradley, Bradley Mining Co.; Phil R. Bradley, Jr., Pacific Mining Company; Worthen Bradley, Bradley Mining Co.; E. B. de Golia, mine operator; Charles A. Dobbel, mining engineer; Gordon Gould and Henry W. Gould, H. W. Gould & Co.; H. N. How and Jack How, Western Machinery Co.; Herbert D. Imrie, Abbot A. Hanks, Inc.; Ira Joralemon, mining engineer; Albert F. Knorp, American Mining Congress; Mack C. Lake, Hanna Development Co.; W. W. Mein, Jr., Calaveras Cement Company; Edwin L. Oliver, Oliver United Filters, Inc.; George W. Rust, Reconstruction Finance Corporation; H. A. Sawin, Yuba Manufacturing Company; Robert M. Searls, attorney; Walter Stalder, petroleum geologist; Roland Tognazzini, Union Sugar Company; Roy E. Tremoureaux, United States Lime Products Corporation; F. C. van Deinse, Yuba-Consolidated Gold Fields; Gilfry Ward, American Manganese Steel Division; Leonard C. Wyman, Division of Corporations; Judge Edgar T. Zook, attorney; and William J. Losh, Regional Service Committee.

U. S. C of C Marketing Conference Opens In Sacramento

Problems in marketing and distribution highlighted the first in a series of conferences sponsored by the Domestic Distribution Department of the U. S. Chamber of Commerce at the Senator Hotel, Sacramento, on February 11.

• **Retailers, wholesalers, manufacturers,** and sales, personnel, advertising and service trade executives throughout the Pacific Coast were in attendance at the Sacramento meeting.

The San Francisco Chamber of Commerce was represented by Frank K. Runyan, member of the Chamber's Board and president of the Western Merchandise Mart, and Carroll Snyker, manager of the Chamber's Domestic Trade Department.

S. F. C of C Commended for Defense of Western Steel

Western steel interests have commended the San Francisco Chamber of Commerce for its leadership in presenting their case before the recent Interstate Commerce Commission hearing on scrap iron rates.

• **In a letter to Walter A. Rohde,** manager of the Chamber's Transportation Department, A. P. Heiner, general traffic manager of Kaiser Company's Iron and Steel Division, commended Rohde for "the very effective work . . . contributed."

"Previous to the hearing, I had assured my principals that you would constitute a strong bulwark for the middle defense of the Pacific Coast, and they all agree that my judgment was more than vindicated.

" . . . our company appreciates the amount of time and thought you gave to this subject."

Junior Chamber Holds Membership Luncheon

The Annual Membership Luncheon of the San Francisco Junior Chamber of Commerce will be held Monday, February 18, in the Gold Ball Room of the Palace Hotel.

• **Brayton Wilbur,** president of the San Francisco Chamber, will be a special guest. Appearing as guest speaker will be Captain Ellis Mark Zacharias, U.S.N., who will discuss the psychological warfare campaign, conducted through broadcasts in Japanese, which played a significant role in the closing days of the war.

Tickets are on sale at the Junior Chamber office. It will be necessary to make reservations early, as seating capacity is limited.

Chamber Support of Statehood Bill Lauded

San Francisco Chamber of Commerce support of Hawaii's appeal for admission to statehood brought thanks recently from the Honolulu Chamber of Commerce.

"Your influence will materially advance our case for statehood," cabled M. B. Carson, Honolulu Chamber president.

In a supplementary letter to the San Francisco Chamber, John A. Hamilton, executive vice president of the Honolulu Chamber, commented, "We are very much cheered by the news and appreciate greatly the interest which you have taken. We shall be pleased from time to time to hear from you further on the subject, if, and as progress is made through your contacts in Washington."

The San Francisco Chamber was the first Chamber of Commerce in the nation to go on record in support of statehood for Hawaii.

Retail Merchants Directors Speak at Redwood City C of C

"Operation of a Retail Merchants Association Within a Chamber of Commerce" was discussed by David P. Street, managing director, Retail Merchants Association of the San Francisco Chamber of Commerce, and Ed Slusser, manager, Trade Bureau, Berkeley Chamber, at a meeting of Redwood City merchants at the Redwood City Chamber of Commerce on Friday, February 1.

THE CHRISTIAN SCIENCE MONITOR
An International Daily Newspaper
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JOHN H. HOAGLAND MANAGER ERWIN D CANHAM, EDITOR
December 11, 1945

San Francisco Story Spurred With Deft Touch of Don Juan

By Nate White
Staff Correspondent of The Christian Science Monitor

SAN FRANCISCO, Dec. 11 — Don Juan San Francisco is no longer the bashful chap he used to pretend to be. He's put aside his sombre look and conservative attire, and has started out to impress the world with his dashing charm, his ingenuity, and his hospitality.

In a brochure, which it calls an "Economic Survey and Yearly Review," the Chamber of Commerce is telling Don Juan's story. It is doubtful whether a more complete, fact-stuffed compilation on San Francisco has ever been assembled. Any business or industrial firm planning to set up shop in the West should have a copy.

San Franciscans generally try to establish the fact that they are theater-going, art-loving, gay people. And this they are. But another side in Don Juan's character is shown in this new brochure. It is the aggressive, eager, economically-minded but willing-to-try-something-new San Franciscan. It looks as though Don Juan is out to coax world trade and United States trade to his door.

In his new role Don Juan is pictured as king of the realm—this great Bay Area and the Central Valley area east of it. Perhaps it is axiomatic with the people who write these advertising booklets that San Francisco should repeatedly be referred to as the "heart of the empire." Despite this cliché the book has a great many provocative and informative sections, as well as a completely venturesome section concerned with economics and the business of making a successful living.

There is too much even to summarize here. Besides, Boston, Los Angeles, and Chicago probably have similar stories. Suffice it to describe one of the more intriguing sections dealing with a subject for which Californians are famous anyhow, the section called "Climate."

Perhaps it was a bit of bedevilment that made Don Juan include this section, or again it may have just been the California in him. Since it happens to be midwinter in Washington, Boston, New York, he decides to compare San Francisco's climate with theirs and tosses in Miami and the West Coast cities for good measure.

Don Juan reports for a period of 20 years or so a yearly average of two-tenths of an inch of snowfall for San Francisco. For Boston over the same period of years he reports an average of 42.8 inches, for New York 31.9 inches, for Washington 21.3 inches, for Miami none, for Chicago 33.4 inches, for Portland 12.9 inches, and for Los Angeles only a "trace."

Don Juan reports sunshine 66 per cent of the year with 164 clear days for San Francisco, 72 per cent sunshine and 179 clear days for Los Angeles, 57 per cent sunshine and 116 clear days in Boston, 67 per cent sunshine and 97 clear days in Miami, 57 per cent sunshine and 123 clear days in Washington, 60 per cent sunshine and 105 clear days in New York, 38 per cent sunshine and 117 clear days in Chicago, 46 per cent sunshine and 79 clear days in Seattle, and 45 per cent sunshine and 92 clear days in Portland.

'Air-Conditioned' City

Here's the way Don Juan summarizes it in his inimitable way. "San Francisco is a clean city with a cool, bracing equable open-all-the-year-round climate. The daily mean minimum temperature is 50.4 degrees. The average daily temperature range is 12.2 degrees. The hours of fog over San Francisco Bay recorded by the Lighthouse Service averaged only 153 a year. San Francisco is one of a few of nature's air-conditioned cities—relatively warm in winter and cool in summer."

Perhaps Mayor Roger D. Lapham had this in mind when he told the United Nations Preparatory Commission in London that San Francisco was "touched" by fog in the summer.

Don Juan calls it "high fog" and "low fog" but opinions vary as to just how much of an asset this is.

National Recognition!

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 70 and refer to the Trade Tip's number. Asterisks indicate that names and addresses of references are on file.

SPECIAL NOTICES

4656 ORIENT—D'Almada's, 360 Geary Street, San Francisco, EXbrook 4339, with established offices in Manila and Hong Kong, seeks agencies in cosmetics, costume jewelry, sundries and novelties, building materials, plastics, grocery lines, etc. Member of firm leaving for Orient soon.

4657 LATIN AMERICA—A member of the firm Impex Company, Flood Bldg., San Francisco, is leaving February 15 for Central and South America. Firm seeks connections with manufacturers and exporters interested in promotion of their goods and desiring to improve present contacts.

4658 CORRECTION—Correct address of United Exporters Corporation is 439 Avila Street, not 438 as was shown in Foreign Trade Tip No. 4517.

4659 CHINA INFORMATION—Mr. William Drummond will return to North China and possibly Manchuria shortly and while there will be in a position to assist businessmen with on-the-scene market surveys and trade possibilities. Address inquiries care of Mr. John Miles, 1417 N. Street N. W., Washington, D. C.

4660 ECUADORIAN REGULATIONS—In accordance with latest resolution issued by the Ecuadorian Treasury Department, from now on the Consular Stamp will be calculated on the FOB value of the Consular Invoice. The Consular Invoice must be prepared according to the Minimum List of Merchandise of the Custom Tariff, whereby the exporters and shippers must prepare the Consular Invoice clearly and completely with all the specifications of each commodity. This order is in accordance with instructions issued by Ministry of Economy of Ecuador. Further information may be obtained at Ecuadorian Consular Office, 681 Market Street, San Francisco.

REPRESENTATION

***4661 MAURITIUS**—The Port-Louis General Stores, P. O. Box 164, Port-Louis, want canned goods, fruits, asparagus, etc., canned salmon, codfish, sardines, etc.

***4662 ITALY**—A. & M. Cella, Via A. Bertani 2, Milan, want foodstuffs, spices, chemicals.

4663 CUBA—A. L. Palmes de Sosa, Ps. Dr., Backer No. 43, Sagua La Grande, L. V., want Spanish language short films for rentals or distribution. Also interested in any other line on agency basis.

***4664 ITALY**—S. A. Ruggeri, Via Fabio Mangone 2, Milan, wants construction materials.

4665 AUSTRALIA—Melbourne firm anxious represent manufacturers kitchen fittings and domestic hardware. Further information at Foreign Department, American Trust Company, 464 California Street, San Francisco.

***4666 FAR EAST**—Major Jess E. Evans 0-365336, 100th Hd. & Hq. Det. Mil. Gov't Gp., c/o 7th Infantry Division, APO 7 c/o P. M. San Francisco, California, wants to represent American firm in Japan, China, Philippines or Korea.

4667 TUNISIA—J. P. Bobobza, Place Fozgemol, Sousse, wants representations.

4668 GREECE—Panos A. Zamvakellis, Boite Postale 79, Athens, want cloths, cotton and artificial yarns, novelties, hosiery, etc.

4669 BRAZIL—M. A. Chedid & Cia., Ltda., Rua Boa Vista No. 116, 8.0 Andar, Sala 812, Sao Paulo, want perfumes, toilet articles, novelties, medicines.

***4670 STRAITS SETTLEMENT**—Gian Singh & Co., 4 Battery Road, Singapore, want cotton piece goods from manufacturers. Also want connections with export houses to act as their purchasing agents.

***4671 ITALY**—Vittorio Cavaciocchi, Via Balbi 33A, Genoa, want representations.

EXPORT

4672 PHILIPPINES—Cruz Alvarez Commercial Enterprises, 351 Quezon Boulevard, Manila, wants new and second-hand cars and trucks, hardware, plumbing, typewriters, duplicating machines, radios, phonographs, foodstuffs, textiles, electrical supplies and shoes.

4673 PHILIPPINES—Cruz Angeles and Company, 103 Veronica, Manila, want fishing net, No. 29/100 meshes and 7/100 meshes. Cable CRUZANCO.

4674 CHINA—Asiatic Commercial Corporation, 230A Route Boisszon, Shanghai, wants prefabricated houses.

4675 NETHERLANDS INDIES—The Min Sen Trading Company, 16-18 Vleeschmarkt, Medan, Sumatra, wants all kinds of merchandise.

4676 CHINA—Chung Shing Development Co., Ltd., 226 Yunnan Road, Shanghai, wants any lines.

4677 ITALY—Dr. Francesco Kozuh, Via Cernaia 12, Milan, wants chemicals, raw materials, mining products.

4678 PHILIPPINES—Kobest Commercial Corp., Manila, wants all lines of merchandise.

4679 PHILIPPINES—Pacific Commercial Trading, 521 Evangelista, Quiapo, Manila, wants petromax or hasag lamps, net and braid hatters supplies.

4680 GREECE—Basil Philippidis, 7 Stoa Fexis, Athens, wants flints, tooth brushes, scissors, rubber articles, watch chains, pencils, lighters, razor blades, sun glasses, combs, pocket knives, fountain pens, cigarette holders, other novelties.

4681 GREECE—Ste. Ame., "Panayotopoulos Freres," Rue Rep. Argentine 15, Athens, wants foodstuffs, textiles, industrial products, machinery in general.

***4682 GREECE**—Acratos & Vassilakis, 7 Iraklitu St., Athens, want timber, coal, iron, household equipment, electrical equipment, radios, vehicles, spare parts.

4683 STRAITS SETTLEMENT—H. H. Bentley, P. O. Box 185, Singapore, wants sedond-hand cars and spare parts for Malaya.

4684 PHILIPPINES—Cebu Hardware & Electrical Supply, Savellon Building, Mambaling, Cebu City, wants bicycles and supplies; electrical machinery and supplies; hardware; fluorescent lighting fixtures; machinery for bottling carbonated beverages, for ice freezing, for kneading dough or flour; office machines and supplies; photographic goods; radios and supplies; utensils, aluminum or enamel.

4685 HONG KONG—Kinson Mercantile Co., 99A Wellington Street, Hong Kong, want gascons tubes with condensers.

IMPORT

4686 CZECHOSLOVAKIA—Frantisek Kuhnel Polevsko, okres Ceska Lipa, offers glasswares of all kinds.

4687 BRAZIL—Soc. Brasileira de Despachos Ltda., Rua Barao de Paranapiacaba, 24-50 and s/52/3, Sao Paulo, offers sesame seeds, green or toasted; sesame paste; sweets.

***4688 INDIA**—Oriental Lace Mfg. Co., Palakol, (W. G. DT)S., India, offers handmade cotton lace goods.

***4689 HOLLAND**—Prodimex, Postbox 981, Amsterdam, offers handpainted wooden buttons for ladies' garments. Full details and prices at World Trade Department.

4690 CZECHOSLOVAKIA—Praded-Prazdroj, 51 Manesova, Prague XII, offer herb liqueur, PRADED-PRAZDROJ.

***4691 ITALY**—Dott Longfils-Dott Cavicchini, Piazza Sordello 24, Mantova, offer silk stuffs, parmesan cheese, provolone cheese.

4692 TAHITI—J. S. Smolin, Papeete, offers shark's oil.

4693 FIJI—Firm in Suva offers raw tortoise shell. Address inquiries care of Foreign Department, American Trust Company, 464 California Street, San Francisco.

4694 INDIA—Wajih Kitabi, P. O. Box No. 208, Bombay, offers Indian raw cotton, myrabolan powder, coffee, cardamoms, dry ginger, turmeric, tea, essential oil, etc.

Board of Supervisors Meeting

Carl J. Eastman, Vice President of the San Francisco Chamber of Commerce, attended the Board of Supervisors meeting on Monday, February 11.

The Chamber of Commerce was represented at the Supervisors meeting, Monday, February 4, by its President, Brayton Wilbur.

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Congressmen Sign UNO Petition

Both California senators and twenty California congressmen have signed a UNO headquarters invitation telegram to Edward Stettinius, head of the U. S. delegation to UNO, which will be transmitted to Stettinius officially by the U. S. Department of State.

• **The Bay Area Congressional Delegation** in cooperation with the Washington office of the San Francisco Chamber of Commerce arranged for this official renewal of the Bay Area's invitation to UNO to make its headquarters here.

Congressman Franck Havenner had an appointment at 3 o'clock Saturday, January 9, Washington time, with Dean Acheson of the U. S. Department of State at which time he presented the telegram officially. Acheson has given assurance the telegram will be transmitted officially through State Department channels to Stettinius in London.

By this procedure the invitation becomes an official United States government document.

Text of the telegram follows:

"The undersigned members of the Congress of the United States, representing the State of California, cordially and urgently renew the invitation heretofore extended to the United Nations Organization to establish its permanent headquarters in the San Francisco Bay Area of California. The citizens of this great area of our State will consider it a distinguished honor and high privilege to have the capital of the World Organization in their midst. We can assure the representatives of all the nations of the world that they will be welcomed in the same spirit of friendship and hospitality which greeted them when they held their initial conference in the City by the Golden Gate. The United Nations delegates are all familiar with the natural beauty and climatic attractions of the country surrounding San Francisco Bay and they can have their choice of the many beautiful sites in this region which would be suitable for the United Nations Headquarters.

"We will be very grateful if you will convey this renewed invitation which we hereby extend on behalf of the citizens of our State to the members of the general assembly and request that they give it their immediate, and we hope, favorable consideration."

Signing the telegram were Senators Sheridan Downey and William S. Knowland; and Congressmen Clarence F. Lea, Franck R. Havenner, Clair Engle, Richard J. Welch, Jack Z. Anderson, J. Leroy Johnson, John H. Tolan, George P. Miller, Bertrand W. Gearhart, George E. Outland, Jerry Voorhis, Ned R. Healy, Helen Gahagan Douglas, Gordon L. McDonough, Cecil R. King, Clyde Doyle, Chet Holifield, Carl Hinshaw, Harry R. Sheppard and John Phillips.

WASHINGTON NOTES

(Continued from page 1)

from an estimated $15,600,000 during November to approximately $8,200,000 for December. As a result of the disposals in December running at one-half of the acquisitions during the month, inventories of surplus agricultural products increased to $62,500,000 at the end of the year..

Bay Region Business

PUBLISHED BY THE

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• GOVERNMENT AGENCIES

According to Comptroller General Lindsay Warren, there are 29 Government agencies lending U. S. funds, 3 insuring deposits, 34 buying land, 16 in wildlife preservation, 10 in Federal construction, 12 in home and community planning, 10 in materials and construction, 28 in welfare matters, 14 in forestry matters, 9 in credit and finance, 4 in bank examination, and 65 gathering statistics.

• EMPLOYMENT

According to the Bureau of the Census, the number of men employed increased by about 1,200,000 between December and January. At the same time the number of women employed showed a decline of more than 800,000.

These preliminary estimates of employment and unemployment based on a cross-section survey of the civilian population resulted in a total estimated employment in Janury of 51,720,000 or almost 400,000 greater than in December. Changes in employment and unemployment in December-January brought the civilian labor force to a level of 53,990,000, a figure almost 700,000 above December, and 1,200,500 above the number in the labor force in 1940.

• GENEVA STEEL PLANT

It is expected that the $200,000,000 Geneva Steel Plant near Provo, Utah, will shortly be declared surplus to Government needs, and already the War Assets Corporation has called for sealed bids or proposals for its purchase or lease, such bids or proposals to be opened on April 1, 1946. It has been announced that a reduction of approximately $3 a ton has recently been effected in the cost of producing basic pig iron in the Geneva plant.

Other developments which are of interest to interested bidders are the facts that the Government has an agreement with the Columbia Iron Mining Company which will assure the Geneva plant of an adequate supply of iron ore to August 17, 1961 and that according to a survey of iron ore reserves in Iron County, Utah, completed by the Bureau of Mines, it is estimated that a total of 154,775,000 gross tons of reserve is available in this iron ore body.

Area Industrial Developers . . .

Pictured Above are Representatives in Attendance at the Bay Region Industrial Conference.

Seated, beginning in the left foreground: Lewis M. Holland, San Francisco Chamber of Commerce; B. C. Lillis, Vallejo Chamber of Commerce; Guy R. Kennedy, Vallejo Chamber of Commerce; Russell F. Bjorn, Stockton Chamber of Commerce; L. B. Lundborg, San Francisco Chamber; G. L. Fox, San Francisco Chamber; Alfred H. Meyer, Industrial Development Committee, San Francisco Chamber; Fred C. Tatton, California State Chamber; Herbert F. Ormsby, California State Chamber; Leslie Van Doren, Sacramento Chamber; Capt. W. F. La Frenz, Alameda Industrial Development Office.

Standing, from left to right: G. W. Koch, San Jose Chamber; C. P. Tanner, San Francisco Chamber; Pere Woodcock, Richmond Chamber, D. V. Daub, Pacific Gas and Electric Company; Weldon Vance, Berkeley Chamber; Ballard White, Jr., San Francisco Chamber; Frederick Cairns, San Rafael Chamber; Fred J. Mahr, Pacific Gas and Electric Company; Ruben Neuharth, Pittsburg Chamber.

Continued Growth in Area's Factory Jobs Assured

Industrial development at an unprecedented rate is assured for the San Francisco Bay Region, according to reports submitted at an Industrial Development Conference at the San Francisco Chamber of Commerce Wednesday, February 13.

The conference was attended by representatives of 16 communities and various counties throughout the San Francisco Bay Area, participants being those who are professionally engaged in industrial development activities.

Reports from throughout the Region indicated acute shortages of factory building space and housing facilities, but reflected definite programs which are being executed to relieve these problems and to open up additional factory districts.

• **Alfred H. Meyer,** chairman of the Industrial Development Committee of the San Francisco Chamber of Commerce, presided at the session which was arranged by the San Francisco Chamber's Industrial Department of which G. L. Fox is manager. The meeting marked an expansion of the program to coordinate the industrial development activities of communities throughout the Bay Region and to effect ways and means of increasing cooperation in behalf of the Region as a whole.

Various communities and organizations represented at the meeting were: Alameda, Berkeley, Contra Costa County, Healdsburg, Oakland, Pacific Gas and Electric Company, Pittsburg, Richmond, Sacramento, San Francisco, San Jose, San Rafael, Santa Clara, Santa Rosa, State Chamber of Commerce, Stockton, and Vallejo.

Hereafter the group plans to meet quarterly for the future coordination of promotional activities.

January Industrial Expansions . . .

Important industrial development is promised for San Francisco and the Bay Area (12 counties) in 1946 as indicated by 34 expansions of existing plants and 44 new industrial ventures reported during January by the Industrial Department of the San Francisco Chamber of Commerce.

• **Outlays estimated at $2,631,000** will be expanded for new enterprises while approximately $2,831,000 will be invested in factory expansions.

Northern California developments for the month are estimated at 61 new plants costing $5,346,000 and 37 expansions aggregating expenditures of $2,966,000. New plants and expansions for northern California numbered 98 and will represent $8,312,000.

San Francisco accounted for 10 of the new ventures to cost approximately $330,000 and 9 expansions with expenditures of over $1,542,000, providing 348 new industrial jobs.

Comparative tabulations for January 1945 were: Northern California, 24 new plants, $2,750,000, 18 expansions $709,300; Bay Area, 21 new plants $2,665,000, 16 expansions $665,000; San Francisco, 9 new plants $1,630,000, 12 expansions $412,000, and 930 new jobs.

The following are representative of important January developments for San Francisco and the Bay Area:

• **Carver-Niles Co.,** 1001 Clement Street, San Francisco, purchased site at Williams Avenue and Mendell Street and will erect $50,000 cabinet factory. The company will eventually employ about fifty.

• **Frigid Dough Co. of Northern California,** a new corporation, leased one story and mezzanine building at 322-4th Street, San Francisco for a new frozen bakery products manufacturing plant. Will employ up to twenty-five persons.

• **Paint Service Co.** started construction of a new $30,000 paint factory building at Mississippi and Mariposa Streets, San Francisco. Company will employ about twenty-five.

• **Sino Electric and Plastic Corp.,** 1012 Stockton Street, San Francisco, a new $1,000,000 corporation to manufacture and export plastic and electrical appliances. Factory site is being selected. Will employ minimum of twenty-five Chinese workers.

• **Rainier Brewing Co.** plans $1,000,000 expansion of brewery on Alameda Street between Florida and Bryant Streets, San Francisco. Expansion will create about 100 additional jobs.

• **General Brewing Corp.,** Newhall and Carrol Streets, San Francisco, awarded contracts for $325,000 expansion of facilities.

• **Libby, McNeill and Libby Cannery,** Sunnyvale, Santa Clara County, plans construction of $300,000 processing building on 21-acre site adjacent to present plant.

• **United Hillercopters, Inc.,** of Berkeley is selecting site in Bay Area to manufacture helicopters.

• **California Fruit Exchange of Sacramento** awarded contract for construction of $125,000 fruit processing and packing plant at Walnut Grove.

• **Fire Appliance Corporation** started construction of new $40,000 Aqua Foam manufacturing plant at San Jose.

S. F. Chamber Appoints 1946 Manufacturers' Committee

In order that problems by which manufacturers are confronted may have the best possible attention by the San Francisco Chamber of Commerce, President Brayton Wilbur has announded the appointment of a Manufacturers Committee to function through the Chamber's Industrial Department.

• **Roland Tognazzini,** president of the Union Sugar Company, will serve as chairman of the new group which will have the following membership: Frank P. Adams, attorney; R. A. Balzari, sales analyst; Charles F. Bulotti, C. F. Bulotti Machinery Co.; M. J. Burress, Crane Co.; R. M. Christie, Christie Machine Works; Richard J. Elkus, Mangrum, Holbrook & Elkus; S. G. Fisher, L. & E. Emanuel, Inc.; Horace Guittard, Jr., Guittard Chocolate Co.; J. L. Higley, Otis Elevator Company; Milton Jellins, Bank of America; Marron Kendrick, Schlage Lock Company; Max Lowe, California Metal Trades Association; Edgar N. Meakin, California Press Manufacturing Co.; C. A. Rolley, Rolley Perfumes; Harold Selig, J. G. Johnson, Inc.; J. L. Stuart, J. L. Stuart Mfg. Co.; A. E. Werolin, McKinsey & Company.

The Committee's agenda and objectives were considered at its initial meeting this week (Monday, February 18).

Luncheon Will Honor Admiral Rawlings

Rear Admiral N. L. Rawlings will be honored at a luncheon by the Board of Directors and Naval Affairs Committee of the San Francisco Chamber of Commerce at the St. Francis Hotel, February 26.

Admiral Rawlings was formerly in command of the Naval Ship Repair Base, San Francisco, at Hunter's Point.

United Applies For Non-Stop San Francisco-Portland Flights

An application to operate non-stop flights between San Francisco and Portland has been filed by United Air Lines with the Civil Aeronautics Board in Washington, D. C.

• **The operation of non-stop flights** would supplement the company's local flights through such intermediate cities between San Francisco and Portland as Salem, Eugene, Medford, Red Bluff and Sacramento, according to Warren Burke, United's district traffic and sales manager here.

At present, the company is operating six daily round trips between San Francisco and Portland.

11 Groups Hear City Planning Talks by Deas

J. Roger Deas, secretary of the City Planning Commission, and active Chamber member, is now making talks on San Francisco projects before groups in San Francisco and throughout the Bay Area and Central and Northern California.

• **Deas' speeches** have dealt with such projects as San Francisco's Master Plan, Work Pile and the Veterans Service Center.

During the month of January, Deas handled 11 out-of-town speaking engagements in addition to numerous appearances before San Francisco groups.

The communities in which he spoke include Santa Barbara, Stockton, Santa Rosa, Richmond, Sacramento, Modesto, San Jose, San Leandro, El Cerrito, Santa Cruz and Vallejo.

Cyclops Iron Works Names New Executive

Appointment of John D. Marine as sales manager of the Cyclops Iron Works has been announced by R. J. Etienne, vice-president.

• **Marine,** a graduate mechanical engineer, has had a number of years' experience in sales and engineering of steam power, heating, air conditioning, refrigeration and cranes.

He will take over duties formerly handled by John W. Horsman, who resigned from the firm.

Oakland Airport Named Base for Coast Airplane Distributor

Selection of Oakland Airport as the Northern California sales and service base of Rankin Aviation Industries, headed by Tex Rankin, has been announced by the Oakland Chamber of Commerce.

• **Rankin's firm is west coast distributor** for airplanes manufactured by the Republic Aviation Corporation of New York, including the "Seabee" amphibian, and gliders produced by the Schweizer Aircraft Corporation, Elmira, N. Y.

Both office and hangar space have been leased at Oakland flying field and activities will be inaugurated formally within a few weeks, according to the announcement.

The Oakland Airport base is the second established by the company and follows the opening of a Pacific Northwest sales and service headquarters at Seattle's Boeing Field two weeks ago.

C of C Urges Instant Action In Machinists' Strike Settlement

A request by the San Francisco Chamber for Congressional aid in the settlement of the Bay Area machinists' strike brought a reply from Washington which indicated thorough-going efforts for an early settlement would be made.

• **Chamber President Brayton Wilbur,** through the Chamber's Washington Office, had urged Congressmen to confer with Harvey Brown, president of the International Association of Machinists, who was in session with the international executive board of the union in Washington at that time.

At the same time, Wilbur sent a wire to Brown himself. "This is a community tragedy that we cannot accept passively," said Wilbur's message. "The production that is interrupted is critically needed during this reconversion period."

• **In answer to Wilbur's message** and personal contacts by Frank E. Marsh, the Chamber's Washington office manager, Brown wired that the council would deal with the problem before final adjournment.

Following adjournment of the Washington session, council members arrived in San Francisco for a firsthand study of the strike.

"Satevepost" Tells Story Of San Francisco

San Francisco is the subject of an article appearing in the Feb. 16 issue of Saturday Evening Post, in a series of stories on America's most colorful cities.

To obtain background material for his article, Post writer George Sessions Perry was assisted by staff members of the San Francisco Chamber of Commerce.

SURPLUS PROPERTY

The Navy Material Redistribution and Disposal Office, 785 Market is receiving bids on the following:

• **Sales Catalog B-294-46** until 10:00 A.M., February 27 on 1 Size 2 and 1 Size 4½ Modine convection heaters and on 2 Cutler-hammer controllers for auxiliary circulating pumps. All in new-excellent condition;

• **Sales Catalog B-290-46** until 10:00 A.M., February 27 on two lots of various sizes and types of incandescent flood lights, on 487 used miscellaneous electrical switches, and on 34,000 lbs. of electric cable. All in salvable condition;

• **Sales Catalog B-291-46** until 10:00 A.M., February 26 on 31 Walworth cast iron drain Tee-Wye combinations, on 80 axe bush nooks with handles, and on 660 white porcelain soap dishes. All in new-excellent condition;

• **Sales Catalog B-292-46** until 10:00 A.M., February 26 on two Weston Model 273 shaft revolution speed indicators in new-excellent condition;

• **Sales Catalog B-286-46** until 10:00 A.M., February 26 on usable miscellaneous stamp pads, paper fasteners, guide cards, oil cans for typewriter use, lubricating oil and ink.

The Marine Corps Depot of Supplies, 100 Harrison St., is receiving bids on the following:

• **Sales Catalog B-89-46** until 11:00 A.M., February 25 on six salvageable Atlas Model 3-50 blasting machines and on two duPont Model #50 blasting machines;

• **Sales Catalog B-86-46** until 11:00 A.M., March 1 on one Model 716 NCR cash register, one 10 gal., one 15 gal., and one 25 gal. coffee urns. All in salvageable condition.

Information on surplus property is handled in the Domestic Trade Department of the San Francisco Chamber of Commerce.

C of C Names 1946 Municipal Affairs Group; Graybiel is Head

Appointment of members of the 1946 Municipal Affairs Committee of the San Francisco Chamber of Commerce, with Lloyd E. Graybiel, American Trust Company, as chairman, has been announced by President Brayton Wilbur.

• **Members who will serve** on the committee are: Joseph Blumenfeld, Blumenfeld Theatres; George J. Daley, president, Clement Street Merchants Association; John Walton Dinkelspiel, Dinkelspiel & Dinkelspiel; Raymond L. Ellis, vice-president, Fireman's Fund Insurance Company; Edward W. Engs, Diamond T Motor Truck Company; Albert Evers, Meyer & Evers; H. B. Harding, Southern Pacific Company; Benjamin J. Henley, California Pacific Title & Trust Company; W. H. Keesling, Keesling & Keil; John M. Kennedy, Kennedy-ten Bosch Company; Philip F. Landis, Hinchman, Rolph & Landis; E. A. Long, Pacific Gas & Electric Company; Milton Morris, Associated Home Builders of San Francisco; Carroll Newburgh, Civic Clubs; Charles J. Nicholas, Crane Company; Karl F. Schuster, president, Acme Breweries; Joseph C. Sharp, Derby, Sharp, Quinby & Tweedt; Alfred F. Smith, S. F. Bureau of Governmental Research; Raymond D. Smith, S. F. Real Estate Board; Frank I. Turner, vice president, Hastings Clothing Store; James H. Turner, manager, S. F. Public Utilities; James P. Walsh, Industrial Consultant; and J. Arthur Younger, Citizens Federal Savings & Loan Association.

C of C Urges Knowland To Present Hawaiian Statehood Bill

Immediate action on proposed legislation to make Hawaii the 49th State was urged last week by President Brayton Wilbur of the San Francisco Chamber in a wire to Senator William F. Knowland.

• **This is the first Chamber of Commerce** in America to support Hawaiian statehood. Senator Knowland announced in Washington last week that he intends to introduce a Hawaiian statehood bill.

The Chamber recommended such action recently in an official action by its board of directors, and Wilbur in his wire declared approval of Senator Knowland's proposed legislation and urged him to proceed with it immediately.

California National Guard Will Be Honored on March 2nd

San Francisco's National Guardsmen who served in World War II will receive public recognition Saturday evening, March 2, at a special California National Guard Homecoming dance and radio program to be held in the San Francisco National Guard Armory, Dan P. Maher, chairman of the San Francisco State Guard Citizens Committee, announced.

• **Participating in the ceremonies** of recognition for the San Francisco members of the California National Guard who served overseas will be Brig. General Victor R. Hansen, the state adjutant general; Brig. General David P. Hardy, California National Guard leader and former commanding officer of San Francisco's 250th Coast Artillery Regiment.

1946 Officers Elected at CACOCM Convention

Leslie J. Freeman, manager, San Leandro Chamber of Commerce, was elected president of the California Association of Chamber of Commerce Managers at the organization's annual convention at Riverside, February 7.

• **Vice Presidents are:** William Gallienne, manager, Huntington Beach Chamber; C. P. Tanner, assistant general manager, San Francisco Chamber; Emory Gay Hoffman, manager, Kern County Chamber.

Ed Kennedy, manager, Bellflower Chamber, was re-elected secretary-treasurer and Dorothy Dye, manager, Inglewood Chamber, was elected Bulletin editor.

Hazel Dutton, manager, Visalia Chamber, and Fred Cairns, manager, San Rafael Chamber, were elected directors to fill the unexpired terms of Hoffman and Tanner.

Members elected to fill expiring terms on the Board were: Lloyd Oleson, manager, Ventura Chamber; Pete Slemonsmo, manager, Downey Chamber; and Mrs. Iona Booth, manager, Contra Costa County Development Association.

C of C Membership Ranks 3rd In U.S.

The San Francisco Chamber of Commerce ranks 2nd in the number of memberships held by chambers of commerce throughout the United States during 1945, according to John Ek, manager of the membership department of the San Francisco Chamber.

• **The Chamber held the same membership** rank in 1944, Ek said.

Ek recently returned to this city from Chicago, where he attended the annual meeting of the National Association of Chamber of Commerce Membership Directors.

McCormack Says Many Vets Will Remain in California

California's population is receiving an added boost through the large number of war veterans who are settling in this state, according to Congressman McCormack of Massachusetts.

During a discussion in the House of Representatives recently Congressman McCormack claimed that a check in California revealed that 50 percent of the veterans who contacted USES offices for employment originally came from other states, and that from 25 to 30 percent of these veterans intend to remain in California.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 70 and refer to the Trade Tip's number. Asterisks indicate that names and addresses of references are on file.

IMPORT-EXPORT

4695 ITALY—Soc. An. Siciliana Olii, Piazza Politeama 13, Palermo, wants oil seeds, cotton, wool, acids for soap making, caustic soda and caustic potash, paraffine wax. Offers olive oil, manna, sumac of Sicily, liquid sumac extracts, essential oils of lemons, oranges, tangerines.

***4696 CHINA**—G. Rambaud, P. O. Box No. 1034, Shanghai, wants to act as buying or selling agent for firms interested in China market. Interested in textiles, raw cotton, chemicals, steel & iron, metals, hardware, machinery, paper, wood oil, bristles, eggs, silks, etc.

4697 SYRIA—Hugo Barkan, Poste Restante, Aleppo, offers sheep casings and other products from Syria and Lebanon. Wants all kinds of American goods.

4698 PHILIPPINES—Quankeechauk, 245 Gandara, Manila, offers wood oil, aniseed oil, cassia oil, wolfram, tin for shipment from Hong Kong. Wants plywood, plastic board, cardboard, masonite papers, textiles, Oregon pine for sale in China.

4699 CHINA—Sing Foo Commercial Syndicate Ltd., 221 Foochow Road, Shanghai, wants new patented inventions, drugs and chemicals, cosmetics, saccharine, synthetic food products. Offers tea, fresh water pearl button blanks, etc.

4700 HONG KONG—Venus Trading Co., China Building, Hong Kong, wants import-export trade connections.

4701 SHANGHAI—Kwong Hop & Co., Ltd., P. O. Box 1101, Shanghai, want automobiles and accessories, bicycles and parts, machinery and tools, building materials, paper, chemicals, canned foods, cotton, cotton and rayon piece goods. Offer tea, feathers, oils, tung oil, beans, spices, bristles, hides and skins, lace and trimmings, raw silk, etc.

4702 HONG KONG—The Kenworth Trading Co., Pedder Building, Hong Kong, offer aniseed oil, wood oil, camphor oil, cassia, bristles, seagrass, mats, matting, bamboo skewers, rice, peanuts, firecrackers, torchlights, rubber shoes, cotton underwear, chinaware, etc. Want canned foods, foodstuffs, clothing, industrial chemicals, sulphur, etc.

***4703 HONG KONG**—Wayne & Haylitt Company, No. 1 Des Voeux Road, Central, Hong Kong, wants import-export connections. Especially interested in industrial chemicals, dyes, colors, paper, canned goods, etc.

***4704 HONG KONG**—Sun & Sun Inc., P. O. Box 869, Hong Kong, want chemicals, machines and tools, piece goods, paper, engines (marine & Diesel), metals, steel and iron, hardware. Offer preserved ginger, firecrackers, wood oil, etc.

4705 SHANGHAI—The Cathay Export Syndicate, 451 Klangse Road, Shanghai, offers hog casings, bristles, cotton waste, buffalo hides, goat skins, straw hat bodies, etc. Wants machinery, tools, canned foods, fruits, timber, chemicals, pharmaceuticals, etc.

***4706 SHANGHAI**—Nikolai Bortz & Co., P. O. Box 1864, Shanghai, offer black hog bristles, feathers, casings, Chinese natural musk, menthol crystals, star aniseed oil, rhubarb, lamb-goat-weasel skins. Want essential oils, synthetic perfumes, aromatic chemicals, coumarin (big crystals), etc. Complete details and list of goods at World Trade Department.

4707 ITALY—Francesco Lanzieri, S. Maria C. V., Caserta, wants representation for shoes, chemicals, medicinals, colours, varnishes, perfumes, soaps, photographic materials, rubber and manufactures. Offers Italian products, including hemp and its manufactures.

4708 SHANGHAI—Dah Tung & Co., 81 Jinkee Road, Shanghai, offers Chinese manufactures, raw materials, oils, food products, feathers, seeds, etc. Want complete line of chemicals. Lists at World Trade Department.

***4709 CUBA**—J. Exposito & Company, 367 Aguiar Street, Havana, wants import-export connections.

4710 ARGENTINA—E. B. Lloyd, Corrientes 424, Buenos Aires, wants representations for Argentina and Uruguay. Offers ladies' handbags, billfolds, cigarette cases, gloves, leather belts, coin purses.

REPRESENTATION

***4711 ITALY-SWITZERLAND**—Fausto Malacrida, Via Podgora 12 B, Milano, wants agencies or representations for Northern Italy and Switzerland in general merchandise, colonial goods and raw materials, etc.

4712 HAWAII—Arthur W. Cernitz of Hawaii will be in the United States until March 4 for the purpose of contacting manufacturers and producers seeking representation and distribution in Hawaii for cosmetic lines, costume jewelry boxes, toilet articles and novelties, perfumes, atomizers, pottery and ceramics. May be reached care of Great Western Export-Import Co., 545 South Figueroa, Los Angeles 13, California.

***4713 PALESTINE**—L. Kardos, 3 Frug Street, Tel-Aviv, seeks representations.

4714 DOMINICAN REPUBLIC—Juan B. Coll, Apartado 523, Ciudad Trujillo, wants prepared foods, baby foods, canned vegetables, fruit juices, other foodstuffs; household equipment; steel products and building materials; paper and paper products, bicycles and accessories; medicines and drugs; novelties, etc.

4715 SHANGHAI—C. S. Choohlantzeff, 317/4 Route Vallon, Shanghai, wants new or rebuilt automobiles, refrigerators, typewriters, calculating machines, duraluminum hardware, bicycles, nylons, cigarettes, etc.

4716 HONDURAS—J. Antonio Nicoly S., P. O. Box 63, San Pedro Sula, wants representations for Honduras.

4717 CHILE—Juan L. Munoz represents a Chilean company seeking representations for American manufactures. Interested in planes of any size together with spare parts, machinery, tools, plywood, fabric, etc. Company expects to be interested in construction equipment, road-building equipment, etc. Mr. Munoz will come to San Francisco if manufacturers on Coast are interested in making commitments. Meanwhile he may be reached care of the Chamber's Washington Office, 710 —14th Street, N. W., Washington, D. C.

EXPORT

4718—SHANGHAI—Foh Lee Company, Ltd., 520A Tse Shu Building, Nanking Road, Shanghai, wants new or secondhand machinery for making leather shoes and for making knitting needles (hosiery). Samples of knitting needles at World Trade Department.

4719 BRAZIL—W. M. Clemens, American industrial engineer, 352 Rua Souza Lima, Copacabana, Rio de Janeiro, wants connections with manufacturers and exporters of construction equipment and building products, printing machinery, newsprint, home appliances.

4720 HONG KONG—Yu Cong Lung & Co., 5 New Market Street, Hong Kong, want dried salted herring and salmon, newspaper, flour, grain, canned foods, fresh fruits, ginseng, etc.

***4721 STRAITS SETTLEMENT**—Eng Cheong Peng Kee, 15 & 26 Robinson Road, Singapore, wants fresh fruit and vegetables, abalone, raisins, sardines, overissues, old newspapers, saccharine and vitamins.

4722 CUBA—Frank Lavernia, Box 444, Camaguey, wants all lists.

4723 CANADA—Household Specialties Company, 119 West Pender Street, Vancouver, B. C., wants smallwares, household articles, sporting goods, novelties, toys, automobile accessories.

***4724 CUBA**—Fernando Rodriguez, Apartado 2026 Habana, wants evaporated milk.

4725 NEW ZEALAND—Peter C. Albrecht, 63 Lingarth Street, Remuera, Auckland, wants any lines suitable for New Zealand market.

***4726 NORWAY**—Ove Bjornson & Co., Teatergt. 13, Oslo, wants dried fruits, especially raisins and prunes, and California almonds and walnuts.

4727 PHILIPPINES—Trans-Asiatic Trading, Inc., 90 Rosario Street, Manila, wants foodstuffs, textiles, construction materials, etc.

***4728 ECUADOR**—Olmedo B. Feraud de la Torre, Casilla Postal 856, Guayaquil, wants hardware, textiles, refrigerators, bottles, canned foods, stationery, toiletries, toys, etc.

4729 SHANGHAI—The China Industrial and Trading Corp., 690 Peking Road, Shanghai, wants paper, metals, California products and manufactures.

4730 AUSTRALIA—T. Wills-Pulsford Pty., 178 Castlereagh St., Sydney, N. W., wants upholstery materials, furnishing draperies, blinds, curtains, plastic fabrics, household furnishings, appliances and utensils, crockery, artware, carpeting (plain and small figure).

VISITORS TO SAN FRANCISCO

4731 SOUTH AFRICA—Mr. R. A. Mia of Suliman Mia and Sons is visiting the United States from South Africa to make connections with manufacturers of textiles (rayon, silk, cotton material), underwear and men's hosiery, enamel and alminium ware. Will be in California the end of February. Inquiries may be directed care of World Trade Department.

4732 PERU—Mr. Santiago F. Bedoya, director of two firms in Peru, Nicolini Hermanos and Fenix, S. A., is in San Francisco a few days to make connections with manufacturers. May be reached care of this department or at the St. Francis Hotel.

4733 BRAZIL—Mr. Alfredo Schuck of Rio de Janeiro is in San Francisco for the purpose of making connections with importers, exporters and manufacturers. His firm exports cotton thread, woolen piece goods, wooden gift articles, butterfly wing articles. Would like to import or represent manufacturers shipping plastic articles, gifts and housewares, electrical items, plastic materials for belts, ladies' compacts, handbags, accessories, swim trunks and suits. Mr. Schuck will be in San Francisco thirty days and may be reached at 149 Center Street, San Rafael. Phone San Rafael 5680.

SPECIAL NOTICES

4734 Engineering representative of several English manufacturers wishes to contact American manufacturers who might be considering the manufacture and distribution of their products on a royalty or outright purchase basis. Interested manufacturers should contact James G. Turton, 10 Bridge Street, New York 4.

4735 A new trade journal has been received from Argentina, entitled "El Exportador Argentino," said to be the counterpart of "The American Exporter." Review contains articles on foreign trade and many advertisements by Argentine exporters. Copy at World Trade Department for consultation.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6263—MR. EDWARD F. ANDREWS, 747 Kimball Avenue, Westfield, New Jersey, interested in representing local manufacturers in the New England and New York Areas.

D-6264—WARREN SALES-ENGINEERING CO., 934 Oak St., Emporia, Kansas, would like to represent local manufacturers of automotive and aeromotive products. They cover Kansas, Oklahoma, Nebraska and western Missouri.

D-6265—HANEFELD SALES COMPANY, 3729 13th Avenue, South, Minneapolis 7, Minnesota, wish to represent new factories or factories born from the war which have no sales force of their own. Cover Minnesota, North Dakota, South Dakota, Iowa and Wisconsin.

D-6266—THE M. B. MANUFACTURING CO., INC., 8491 Harold Way, Hollywood 46, California, is desirous of obtaining additional lines to represent in California. Interested in airconditioning, heat transfer equipment, power skooters, reciprocating and jet engines, machine tools, radio and radar equipment and domestic appliances.

D-6267—DAN-EC-TER CHEMICAL COMPANY, 311 South, Marlboro, Dallas, Texas, need a distributor who has contacts, capital and a well organized sales company, to give exclusive rights for the sale of their toiletries in this area.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, Feb. 18, was:

John E. Pickett, 2nd Vice-Pres., San Francisco Chamber.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• LUMBER PRODUCTION

According to the Civilian Production Administration, lumber production in 1945 amounted to 27,356,074,000 board feet, which was 16 per cent less than in 1944. Requirements for 1946 are 36 billion board feet, reflecting the expected impact of the Veterans' Emergency Housing Program. The December 1945 production alone was 1,447,345,000 board feet, a decline of 22.9 per cent from November and 30.6 per cent less than December 1944. The normal seasonal decline from November to December is 9.7 per cent.

• SURPLUS DISPOSAL

Disposals of war surplus capital and producers' goods handled by the War Assets Corporation reached a new high of $17,510,000 reported cost of property sold for the week ending January 25, 1946, but tapered to $15,496,000 and $14,640,000 for the weeks ending February 1 and February 8, respectively, the War Assets Corporation has reported. The Government's realization on the $17,510,000 sales was $8,597,000 or 49 per cent of reported costs. Peak sales attained during the week of January 25 were largely attributed to increased disposals of machine tools, basic chemicals, steel products (rods, bars and strip and metal working machinery). These figures reflect sales of all categories of capital and producers' goods made by the 31 regional offices of the War Assets Corporation, but do not include sales of industrial plants, real estate, aircraft or aircraft parts handled through Washington.

Grand total sales combined of aircraft, plants, and capital and producers' goods were $636,567,000 (reported cost) through December 31, 1945. Preliminary reports indicate that total sales through January 31 were $810,705,000, or an increase of $174,138,000 over total sales through December 31.

• TIRE PRODUCTION

During 1945 production of passenger car and motorcycle tires reached 28,292,112 tires, or 50 per cent above the 1944 output. It has been revealed that the bulk of this production went into civilian replacement channels, giving motorists 40 per cent more tires last year than they got in the peak war year of 1944. Mr. James Sears, Director of the Rubber Division of the Civilian Production Administration, has stated, "This year will not see tires in plentiful supply. Drivers should continue to care for their tires as they did during the war. Recapping is an economy to the motorist and a means whereby many thousands of miles of driving may be added to the tires on cars today."

Chinese Training Group Here to Study Bay Area Industries

A group of 62 Chinese trainees who have spent the past year in the United States studying American manufacturing and operating methods has arrived in San Francisco on an inspection tour of the Bay Area industries, according to a joint announcement by the World Trade Departments of the San Francisco and Oakland Chambers of Commerce.

• This group is the first out of 1,300 now in the U. S., about half of whom will sail from San Francisco. They will be returning to China between now and September after completing their training course in various industries throughout the United States.

The group is visiting harbor installations, bridges, shipyards, railroads, airports, and telegraph, telephone and radio operation and maintenance centers under the sponsorship of the two chambers, the China-America Council for Trade & Industry, the San Francisco Board of Harbor Commissioners and various Bay Area industrial concerns.

Eleven members of the group have been studying railroad construction, operation and maintenance in San Francisco with Southern Pacific.

Visits have already been made to the San Francisco headquarters of the Greyhound Bus Lines to inspect the company's maintenance and operation methods. Members of the training group associated with the China National Aviation Corporation made a tour of the Oakland Airport last week to examine the airway traffic control center which controls all air traffic on the Pacific Coast. While in Oakland the group visited the world headquarters of the Naval Air Transport Service and was given the privilege of becoming the first civilian group to view radar landing equipment.

• Engineering trainees in the group were taken on a tour of the Pacific Gas & Electric Company substation at Newark, the world's largest sub-station, following which they visited P. G. & E.'s steam and power plant in Oakland.

Members of the group engaged in the study of telephone and telegraph operation and maintenance were taken on a tour of the Pacific Telephone & Telegraph Company and the Chinese Telephone Exchange in Chinatown, while industrial trainees visited the Kaiser Shipyards at Richmond and inspected engineering features of the San Francisco-Oakland Bay Bridge.

• Climax of their San Francisco visit was a luncheon given in their honor by the Foreign Trade Association of the San Francisco Chamber of Commerce at the Fairmont Hotel Monday, February 25.

Guest of honor was the Honorable Dr. T. K. Chang, Consul General of China in San Francisco. J. A. Bristow, representative of the International Training Administration in Washington, D. C., which administers the special training program of foreign groups in the United States, discussed the industrial training of foreign technicians. L. S. Hsu and F. Y. Ho, members of the trainee group, described the industrialization of China and gave their reactions to their industrial training in America.

S. F. Chamber Urges Study of Sears Point Road Project

Attention has been called to the need for improvement of Sears Point road and Black Point cutoff in a resolution sent to the State Department of Public Works by the Board of Directors of the San Francisco Chamber of Commerce.

The resolution, which was adopted by the Board on the recommendation of the Chamber's Traffic and Highway Committee, urged the Department to undertake a study of the proposed project "with a view toward making it usable as a main commercial and passenger vehicle artery from Sacramento Valley and northern points to San Francisco via the Golden Gate Bridge."

• Purpose of the project, according to E. L. Turkington, committee chairman, is to relieve the San Francisco-Oakland Bay Bridge of much of its present peak-hour congestion by making it practicable for trucks and cars to travel the 20-mile route linking Vallejo and Ignacio with U. S. 40.

Seattle C of C Favors Hawaiian Statehood

Indication that the movement to admit Hawaii to full statehood was gaining momentum became apparent with the recent announcement by the Seattle Chamber of Commerce of its support of the statehood bill.

• In a letter to the San Francisco Chamber of Commerce, Ken Brown, vice president in charge of operations of the Seattle Chamber, said that copies of the statehood recommendation approved by its Board had been sent to the Chamber's Washington, D. C. office for distribution to its delegation.

The Seattle Chamber's action follows the San Francisco Chamber's initial move among chambers of commerce recently in urging Hawaiian statehood.

C of C Thanked for Cooperation With Army District Office

Cooperation of the San Francisco Chamber of Commerce in the administration of the U. S. Army's District Transportation Office brought thanks recently from Colonel Edward F. Brown, former D. T. O. commanding officer.

• **In a letter to Walter A. Rohde,** manager of the Chamber's Transportation Department, Col. Brown said, "You might well take a justifiable pride in looking back on the anxious days when, in full tide, this Installation was the centre of a tremendous movement of munitions and men to the Pacific Theatre of war, and the skill and friendliness with which you and others met each of the troublesome problems and helped solve them.

"It will always be a distinction that however much the pressure was applied to us here, this great Port of San Francisco, with your help, was in a fluid condition.

"Your contribution to . . . final victory was significant."

Metcalf Renamed To General Motors Post

Reappointment of Charles W. Metcalf, as resident manager of the Oakland plant of the Fisher Body Division of General Motors has been announced by Thomas P. Archer, vice-president of General Motors and general manager of the Fisher Body Division.

• **Metcalf,** who was appointed resident manager of the Oakland plant in 1939, was headquartered in Detroit during the war as director of Fisher Body's employee suggestion program in the 16 plants operated by the Fisher Division during the war, in addition to handling special assignments.

NOTICE

L. A. Clapeyron, Le Lausanne, 2 Boulevard De Grancy, Lausanne, Switzerland, wishes to receive sample copies of trade, professional and technical magazines published in San Francisco.

S. F. Chamber Appoints Members of 1946 Sites & Buildings Section

J. F. Barrett of Barrett & Hilp and treasurer of the San Francisco Chamber of Commerce, has been named to head the 1946 Sites and Buildings Section of the Chamber's Industrial Department, it has been announced by President Brayton Wilbur.

Concerned with San Francisco building congestion and the availability of additional factory sites, the Section held its first meeting of the year last week and is undertaking comprehensive studies in order to accommodate additional plants.

• **Members** of the Section are:

V. A. Bellman, General Petroleum Corp.; Monroe A. Bloom, The Anglo-California National Bank of San Francisco; James O. Brett, Coldwell, Banker & Company; Lt. Col. E. J. Ellingson, Division Engineers Office, U. S. War Department; Frank P. Gomez, Harrigan, Weidenmuller Co.; J. W. Grace and J. H. Coupin, The Western Pacific Railroad Company; Chester D. Lafferty and J. W. Ostle, Southern Pacific Company; T. A. Maas, Bothin Real Estate Company; Fred J. Mahr, Pacific Gas and Electric Company; Vincent T. Mead, Buckbee-Thorne & Co.; Leonard S. Mosias, construction planning; John S. McCullough, Jr., Loan Agency of the Reconstruction Finance Corporation; J. E. Place, The Atchison, Topeka & Santa Fe Railway Company; L. Deming Tilton, City Planning Commission; T. J. Deasey, U. S. Navy Department.

Reduced Flying Hours, Fares Bring Hawaii and Bay Area Closer

"Between the San Francisco Bay Area and the Hawaiian Islands there have traditionally been the closest of relationships, and now the two great regions are brought even closer together by new speedy airline schedules," today commented Brayton Wilbur, San Francisco Chamber president.

• **Wilbur hailed announcement** by Pan American World Airways of fare cuts and reduced flying hours between San Francisco and Honolulu effective March 15 as "another stitch in the fabric of our unity."

Wilbur continued, "Postwar aviation is now bringing every part of the world into closer contact for many millions of additional people. We tend to take marvels for granted in this age of marvels; but we should not overlook the great importance to our cultural and industrial future of this closer relationship.

"Just recently the San Francisco Chamber of Commerce was first in the nation to go on record advocating statehood for Hawaii. Now that airline service on twice daily schedules will be available, the Islands are brought that much closer to the United States, of which they are politically an integral part."

Wilbur declared, "Pan American World Airways is to be congratulated for this new pioneering step."

Marinship Movie Available to Clubs for Program Showings

Dramatic story of one of the Pacific Coast's wartime shipyards has been recorded in an hour-long colored sound movie which is now available for showing by Marinship Corporation of Sausalito, California.

• **Narration by John B. Hughes** accompanies the film, which includes historic views of the first keel laying, first launching and many other events during the succeeding three years.

The movie was completed recently after three years of preparation. It is now available to interested groups for showings, according to R. W. Adams, Marinship's Employee Relations Manager.

Business Outlook Subject of Fox Talk

"Positive Factors in the Business Outlook" was the subject of an address delivered last week at a meeting of the San Francisco Optimist Club, by G. L. Fox, Manager of the San Francisco Chamber's Industrial Department.

Unprecedented business and industrial activity is in prospect, he said, once various labor and control problems which accumulated during the war period are solved.

SURPLUS PROPERTY

Salvage Officer, U. S. Marine Corps, 100 Harrison, is receiving bids on:

• **Sales Catalog B-87-46** until 11:00 A.M., March 4 on 5 salvageable portable mimeoscopes; 22 new steel straight edge 24 in. scales; 22 new drawing boards; 9 salvageable wooden, folding 5 ft. tripods; and plotting and triangle scales in 3 sizes and types.

The Navy Material Redistribution and Disposal Office, 785 Market, is receiving the following bids:

• **Sales Catalog B-296-46** until 10:00 A.M., March 5 on 80 gross tons of ferrous scrap consisting of spherical sheet steel 8 in. floats and 4½ lb. indicator float cages;

• **Sales Catalog B-295-46** until 10:00 A.M., March 4 on miscellaneous scrap canvas; scrap lead; standard butane-type tank; fir piles; launching grease base coat; launching grease ship coat; used bentubes; mild steel bars or keystock; used fire hose; and, common red brick;

• **Sales Catalog B-298-46** until 10:00 A.M., March 1 on 15,000 lbs. of mixed miscellaneous rags and 20,000 lbs. miscellaneous scrap insulated copper wire;

• **Sales Catalog B-297-46** until 10:00 A.M., March 7 on the following new material:

Pillow blocks; brass scoop strainers; steering wheel flanges and bronze collars; brass bushings of various sizes; 2½ in. brass fuel tank plugs; brass steering wheel nuts; bronze clevises; deck plugs; hex nuts; hatch cover bolts; dry cell batteries; Gemmer steering gear; vibration mounts; throttle and fuel tank rods; compass brackets; clutch clevises; fuel tank and fresh water flanges; steel chocks, double receptacles; light switches; control panel; terminal tubes; heater and starter switches; welding pads; cable marking tags; Perko bayonet socket adapters; Stakon lugs; battery and ground jumpers and electric cable.

Sales Officer, Naval Supply Depot, Oakland, is receiving bids under

• **Sales Catalog B-54-46** until 2:00 P.M., March 6 on the following unused material:

Asbestos pipe covering; shoe insoles; Manila rope; oars; boat anchors; foundry sand; wheelbarrows; fish hooks; glass beakers and bottles of various sizes; glass cylinders; rubber dippers; medicine droppers; glass graduates; earthenware jars; glass rods and stop cocks; rubber tubing; test tubes; sewing machine needles; thrust ball bearings; carriage bolts; steel hex and round nuts; cap screws; machine screws; sheet metal screws; wood screws; brass and steel washers; diapers; photo print mounting; platform skids; finger clamps; milling cutters; round head screws; pressure gauges; tubing nuts; valve operating hand wheels; and linen fire hose.

Slide-Sound Film on Transit Damage Will Be Shown

"The $20,000,000 Challenge" is the title of a slide-sound projection sponsored by the Truck Owners Freight Claim Section which will be shown in the Assembly Room of the River Lines at Pier 3, San Francisco.

• The film will be shown on the following dates: March 5, from 10 a.m. to 3 p.m.; March 6 and 7, from 12 noon until 4 p.m. Running time of the film is 28 minutes.

In commenting on the importance of this film to transit firms, Walter A. Rohde, manager of the San Francisco Chamber's Transportation Department, said, "Loss and damage in transit is a problem not only to carriers, but to shippers as well. Accordingly, all shipper members are urged to allow their traffic, packing and shipping employees to see this film. It will mean fewer losses and more satisfied customers."

CANCCOCE To Meet

Industrial development techniques for commercial organizations will be outlined at a meeting of the Central and Northern California Chamber of Commerce Executives at the San Francisco Commercial Club on March 5.

Discussion leaders will be G. L. Fox, manager, San Francisco Chamber's Industrial Department; Elmer Hammond, manager, Oakland Chamber's Industrial Department; G. W. Koch, manager, San Jose Chamber's Industrial Department; and Herbert Ormsby, manager, Research Department, California State Chamber.

President Iona Booth will preside at the meeting.

1945 Civilian Income For State Below 1944 Figure

California's civilian per capita income for 1945 was $1,415, with residents receiving a total of $11,492,100,000, according to unofficial preliminary estimates released by the California State Chamber of Commerce.

The estimated 1945 per capita income is under the $1,540 California civilian per capita income for 1944. It is still well above the 1944 national per capita of $1,117, and California's per capita income of $737 in 1939.

Decline in intensive wartime manufacture—with high wages and heavy overtime—accounted for most of the disparity between the state's 1945 civilian income total and the $12,263,400,000 total of 1944—all-time high in the state's economic history. Compared with California's 1939 civilian income total of $5,013,000,000, the 1945 preliminary figures indicate a gain of over 129 per cent, the State Chamber's survey shows.

"In any forecast of 1946 income and its influence upon trade, allowance must be made for the enormous backlog of deferred demands accumulating through the war years, and the great increase in liquid assets," the report cautions. "Such assets, held by California individuals and firms, rose from $4,410,000,000 at the close of 1939 to $15,251,000,000 in mid-1945 about three and one-half times the California prewar total and 8.1 per cent of the national."

Celanese Sponsors Apparel City Auditorium; Leases Building

An agreement to sponsor Apparel City's central Auditorium and a long-term lease on an adjacent three-story business building have been signed by Celanese Company, Inc., nationally known textile firm, according to an announcement by Milton E. Dorman, Chairman of the Board, and Fred Pruter, President of the garment center project.

• The Auditorium, according to their announcement, will have a planned seating capacity of more than one thousand and up-to-date equipment for serving as the hub of the City's educational activities and a meeting place for all major gatherings. Provision is being made for installing complete broadcasting facilities including television equipment when available. It will be known officially as the Celanese Auditorium.

"It is our intention," the announcement says, "to make this part of Apparel City a focal point for those activities which are of greatest consumer interest, as distinct from the manufacturing and other strictly intra-mural operations which surround it. In this connection we plan to hold fashion shows at regular intervals in the auditorium and conduct open forums for buyers, designers, and other interested members of the industry. In addition we shall arrange a scheduled program of classes of instruction for all categories in manufacture and in design aimed at increasing proficiency and developing new talent."

In a statement accompanying the City's announcement, Mrs. Norma Geer, who is in charge of the West Coast fabric operations of Celanese Company, Inc., said that "Celanese's participation in the Apparel City project is in recognition of the increasing importance of San Francisco, not only on the Coast but internationally, as a merchandising and distribution center. Its growing stature as a center of fashion is due not only to the vision of its leaders in the industry but also to its situation at the gateway to the Orient and other Pacific trading areas.

"Celanese," Mrs. Geer continued, "is now preparing a substantial expansion of its operations on the Pacific Coast. The new building we have leased in Apparel City will contain display rooms, sales offices, and stock facilities for Celanese fabrics and plastics operations on a scale never before attempted in this area. We have also arranged for an impressive display space in the Celanese Auditorium which will be available for public inspection."

Chamber Lists Retail Business Opportunities for Veterans

Creation of a service to assist veterans in finding opportunities for the establishment of small retail or service businesses has been announced by D. P. Street, managing director of the Retail Merchants Association of the San Francisco Chamber of Commerce.

Street revealed that questionnaires had been sent to merchants' associations throughout the city, enlisting their aid in compiling a list of business opportunities. At the same time letters were sent to numerous builders, requesting information concerning prospective building projects which would provide a center for business operations.

"A great number of requests are being received from veterans for available locations for small retail or service businesses, and these requests will multiply considerably during the coming months," Street said.

"By matching a list of applications for business opportunities with some of the locations in which there may be a future demand for these operations, we expect to eliminate many of the difficulties that would otherwise beset the veteran attempting to establish his own business."

"What Does the C of C Do?"

In one month, January of this year, the San Francisco Chamber handled 6,093 inquiries concerning this city and tributary areas—by letter, telephone and personal interview—through one department alone: the Research Department.

This is the heaviest volume of general inquiries about San Francisco and the Bay Area received in the history of the Chamber, and is nearly double the volume of a year ago.

It does not include several thousand calls upon other departments for information.

S. F. Story Appears in "Holiday" Magazine

San Francisco is prominently featured in the first issue of "Holiday," new Curtis Publishing Company magazine devoted to recreation and travel which went on sale on the newsstands February 20.

The article, written by Frank J. Taylor, is illustrated with kodachrome photographs and sketches of many of the city's features interesting to visitors.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 70 and refer to the Trade Tip's number. Asterisks indicate that names and addresses of references are on file.

VISITORS TO SAN FRANCISCO

4736 CHINA—Representative of established Shanghai importing firm temporarily in San Francisco desires contact manufacturers, dealers of textiles, cosmetics, mattresses, springs, bedding, cigarettes, hardware, imitation leather, electrical appliances. Irrevocable credits, bank references. Contact Mme. N. Gingeroff, 1527-35th Avenue, LOmbard 6-6969 before 10 a.m.

4737 COSTA RICA—Mr. Rodolio Gurdian M., graduate chemical engineer, wishes to represent manufacturers of machinery and chemicals. Will be at Palace Hotel until February 23; after that date mail may be addressed to Apartado 629, San Jose, Costa Rica.

IMPORT

4738 PALESTINE—Societe Cooperative Vigneronne des Grandes Caves, P. O. Box No. 2, Richon-le-Zion, offers wines, brandies, liqueurs. Specializes in liquors for religious purposes needed by Jewish communities.

***4739 FRANCE**—Societe Commerciale Asiatique France, 24 Rue de Londres, Paris IX, offers reisling, traminer, dudesheim wines from the French occupied zone of Germany. Vintage 1941, 1942, 1943. For further details and references contact Import Department, D. N. & E. Walter & Co., SUtter 0100.

4740 ARGENTINA—Conrado Czadan Buydoso, Avda. de Mayo 1370, Buenos Aires, manufactures fine novelties, gold and silver rings with imitation stones.

4741 ITALY—Rag. Mario Viacava, Via Durini 31, Milano, offers Italian and foreign asbestos fibres, manufactures of asbestos, mica, talc, pumice stones, etc.

4742 AUSTRALIA—Harvey A. Roberts, Stewart Dawson Chambers, 183 Pitt Street, Sydney, offers leather spectacle cases.

4743 PHILIPPINES—E. A. L. Best, 838 Governor Forbes, Manila, offers hats, handbags, novelties.

4744 URUGUAY—Alfredo Perez Viega, Uruguay 1369, Montevideo, offers canned foods.

4745 ITALY—Montanino Mauro, Via del Vespro,42, Messina, offers briarwood root and briarwood bowls.

4746 SWITZERLAND—Zurich manufacturer wishes to appoint agent for sale of raw cotton yarns and cotton fabrics in San Francisco region or entire West Coast. Address inquiries care of Consulate of Switzerland, 100 Bush Street, San Francisco.

4747 HONDURAS—Albert E. Beuchot, Belize, British Honduras, has in Spanish Honduras several tracts of mahogany, cedar, primavera and other tropical woods. Wants to hear from lumber concerns interested in bringing in saw mill and manufacturing lumber for export and for domestic use.

EXPORT

4748 URUGUAY—J. Castro Nin, 25 de Mayo 535, Montevideo, wants glass tubes.

4749 MEXICO—Elias Garcia Cuadra, Hidalgo 586, Guadalajara, Jal., wants barbed wire, with 4 barbs to each 4 in., no. 12½. Also wants cinnamon, cloves, pepper, cement.

4750 BELGIUM—Marcel Boffin, Rue du Laekenveld 79, Brussels, wants wines and spirits.

4751 ARGENTINA—J. Bonacci & Cia, Florida 32, Buenos Aires, wants all kinds of steel products.

4752 MEXICO—Roberto Cutino, Mazatlan, Sin., wants light bulbs, domestic and commercial electric refrigerators (also gas and petroleum), automatic sound apparatus, imitation rattan.

4753 CHINA—Oriental Traders, P. O. Box 4128, Shanghai, wants paper, textiles, plastics, chemicals, foodstuffs, new or rebuilt cars, refrigerators, typewriters, calculating machines, motorcycles, cosmetics.

4754 INDIA—Dominion Products, P. O. B. 413, Bombay 1, wants artificial silk and rayon yarn, rayon and cotton fabrics, paper, newsprint, for British India, Union of South Africa, Rhodesias.

4755 PORTUGAL—Eduardo Tavares, Rua Cavaleiro de Oliveira 45-G, Lisbon, wants canned pineapple.

4756 VENEZUELA—L. Fernandez Ojeda & Cia, Apartado Postal 473, Maracaibo, wants hardware, machinery, foodstuffs, liquor, textiles, chemicals. Also wants representations.

4757 PHILIPPINES—Vita Uy Lee, 60 Novaliches Street, Manila, wants oil cloth, men's polo shirts, thermos bottles, elastic cloth bands, ladies' belts, ladies' combs.

4758 BRAZIL—V. Castro & Cia Ltd., Caixa Postal 27, Fortaleza, wants fully equipped fishing boat.

4759 ARGENTINA—Lord, Bme. Mitre 1746, Buenos Aires, wants textile machinery, rebuilt and reconditioned.

4760 COLOMBIA—Angel Nunez Martinez, Apartado Nacional No. 98, Cartagena, wants old bottles for bottling wines such as Rhin, Jerezano, Sauterne.

4761 STRAITS SETTLEMENT—Central Trading Company, Medeiros Building, Cecil Street, Singapore, wants asbestos sheets, foodstuffs, canned foods, novelties, clothing, wines, building materials, electrical materials, etc. Complete list at World Trade Department.

4762 CHINA—Nam Sing Tobacco Factory, Sap Yee Po New Street, Canton, wants tobacco leaf, cigarette machinery, cigarette paper, etc.

4763 PHILIPPINES—Rattan Art & Decorations, Inc., 102 Inverness, Santa Ana, Manila, wants upholstering materials, paints and varnishes, nails, threads, springs for sofas and mattresses, ready-made furniture.

REPRESENTATION

4764 CHINA—A. S. Oko of Sino-American Shipping Co., 330 Szechuen Road, Shanghai, wants machinery and building material.

***4765 ECUADOR**—Manuel Tamayo Reyes, P. O. B. 523, Quito, wants any lines.

4766 PALESTINE—Salomon Bros., 103 Allenby Road, Tel-Aviv, wants tools and packing materials for orange groves.

4767 FRANCE—Mr. Pierre M. Y. Dubedat, 11 Rue Victoire-Americaine, Bordeaux, Gironde, wants food products, manufactured articles, etc.

4768 CANADA—International Industrial Representatives, 1350 Dufferin Place, Windsor, Ontario, want any lines.

4769 MEXICO, CENTRAL AMERICA—Joseph Stanley, 1585 Fremont, Santa Clara, California, wants electrical supplies, office equipment, construction material, hardware and food products for Mexico and Central America.

4770 MEXICO—Productos "Cruz de Oro," Bolivar No. 374, Monterrey, N. L., wants food products, grocery store items.

4771 COLOMBIA—Jose Salvat, Apartado Postal 212, Barranquilla, wants electrical appliances.

4772 STRAITS SETTLEMENT—Sin Giap & Co., 51-A Market Street, Singapore, wants wood preservatives, cement, canned foods, liquors, building materials, pharmaceuticals, textiles, cigarettes, and other lines.

4773 PERU—Atlas Company S. A., Lampa 1043, Lima, wants any lines.

***4774 PHILIPPINES**—Trans-Continental Trading Company, P. O. Box 386, Manila, wants textiles and remnants, construction materials, hardware, electrical supplies, school and office supplies, safety matches, canned goods, clothing, general merchandise, etc.

***4775 BRAZIL**—Pereira de Magalhaes & Cia. Ltda., Rua Xavier de Toledo 98, Sao Paulo, wants house goods, construction machinery, woodworking machinery, agricultural machinery and equipment, electrical items, diesel engines and motors, prefabricated houses, etc.

4776 FRENCH INDO-CHINA—Arthur Walthausen, P. O. Box No. 465, Saigon, wants foodstuffs, canned goods of all kinds, whisky, flour, office furniture, etc.

4777 GREECE—Christos C. Christou, P. O. Box 286, Salonica, wants agricultural and industrial manufactured goods.

4778 CANADA—L. A. M. Goldberg, 383 Edward Charles, Apt. 4, Montreal, Quebec, wants hardware and pottery.

***4779 HONG KONG**—The World Commercial Company, 146 Johnston Road, Hong Kong, wants beauty products, pharmaceutical and toilet preparations, men's wears and general merchandise.

***4780 NORWAY**—Bjorn B. Knudsen a/s, P. O. Box 502, Bergen, wants fruits, foodstuffs, textiles, etc.

4781 EL SALVADOR—Amilcar Zepeda, Apartado 17, San Salvador, wants canned foods, particularly sardines, fruits, etc. Also fresh fruits, wheat, spices and newsprint.

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DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6268—MR. ROLAND BROWER, 310 West Stroop Road, Dayton 9, Ohio, interested to act as wholesale sales representative for local manufacturer of houseware items, small hand tools and other items sold to department and hardware stores. Covers Ohio, Indiana, West Virginia and Kentucky.

D-6269—W. B. WIRTH & COMPANY, 604 Elm Street, El Cerrito, California, interested to represent local manufacturers of dairy supplies. Contacts hardware and implement businesses in California.

D-6270—CARTHAGE WEAVING COMPANY, Carthage, North Carolina, have hand-woven sporting goods including tennis, volleyball, badminton and basket ball nets, dyed, mildewproof and made water repellant. Have material on hand to make shelter halfs, pup tents, canvas swimming pools, hammocks. Can furnish tarpaulins and awnings in standard sizes or to specification.

D-6271—R. A. MONT & CO., INC., P. O. Box 387, Hartford, Conn. have wiping cloths and desire an outlet in this territory.

D-6272—J. D. STENGEL & ASSOCIATES, Chemical Building, St. Louis 1, Missouri would like to represent local manufacturers of non-electrical housewares, gift items, picnic equipment and unfinished furniture or related lines as a representative or jobber in Missouri, Illinois, Kentucky, Kansas, Nebraska, Tennessee, Indiana, Ohio, Iowa, Arkansas, Oklahoma and Texas.

D-6273—C. T. HANES COMPANY, 1507 2nd Avenue, Seattle 1, Washington, would like to represent local manufacturers in Washington, Oregon, Idaho and northern California.

D-6274—BENHAM, WRIGHT AND SUNDRE, INC., Mill & Forests, Barnes Corners, New York, would like to represent local electrical appliance manufacturers in the East, as a sales agency. Plan to represent Pacific Coast manufacturers exclusively.

D-6275—SAINT PAUL ASSOCIATION OF COMMERCE, Saint Paul, Minnesota, seeking new lines for wholesale distribution for one of their members who is an established wholesaler of lumber, building materials and kindred items in their territory. Are in position to introduce products normally sold through lumber yards, hardware stores, general stores or through other channels.

D-6276—CROWE LABORATORIES, INC., 6 East 10th Street, Tulsa 3, Oklahoma, are desirous of having representation of the West Coast for their products used by the Medical Profession. The distributor must be able to do detailing to the doctors, carry stocks, do their own billing and at a future date consider building a plant to manufacture and distribute these products in all the Western States.

D-6277—MARQUETTE COPPERSMITHING COMPANY, Nos. 3, 5 & 7 Christian Street, Philadelphia 47, Pennsylvania, are manufacturers of corrugated expansion joints looking for an agent or representative to handle their product on a commission basis in this vicinity.

D-6278—ELMORE ENGINEERING CO., 701 South Raymond Avenue, Alhambra, Calif., looking for a salesman to carry their sprinkling devices for lawns and gardens on a commission basis.

D-6279—STUART TOY MANUFACTURING CO., 15 East Third St., Cincinnati 2, Ohio, manufacturers of wooden animated toys, are interested in contacting toy jobbers to distribute their lines.

Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, March 7, 1946 | Number 10

General Business Activity

Thumb Nail Sketch: by the Research Department

General business conditions in the Bay Area in January based on financial transactions were above the level of a year ago. At the same time, nearly 150 thousand fewer persons were working in the manufacturing industries of which probably more than one-third were idle due to labor disputes.

Our San Francisco business activity index attained a new January high of 206.2 and was 3.7 per cent above last January. January bank debits of San Francisco banks of $1,911,830,000 were $200,000,000 or 12 per cent above last January. Real estate sales soared to a new all-time monthly high of $23,743,724 and 88 per cent above a year ago. January value of building permits totaled $3,118,314 and was nearly eight times the January total last year: residential permits providing accommodations for 322 families accounted for over one-half of the total amount. Retail sales rose 6 per cent and San Francisco Airport traffic 62 per cent in planes and 65 per cent in passengers.

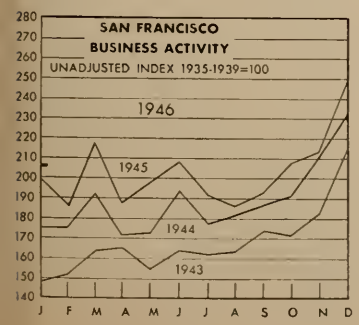
Bay Area bank debits in January totaled $2,426,175,000 compared to $2,237,889,000 last year. Freight car movements amounted to 47,920 compared to 69,095 last year. Passenger and vehicle movements over the Bay Bridge and Golden Gate Bridge continued well above a year ago, and Bay Area department store sales were up 6 per cent compared to 14 per cent in the Central Valley, 8 per cent in Northern California and 9 per cent in the 12th Federal Reserve District.

•MANUFACTURING

The manufacturing industries in the San Francisco Bay Area employed 83,300 wage earners in January, 36,100 in the durable group and 47,200 in the non-durable group. Employment was 64 per cent and payrolls 70 per cent under January a year ago. There were, however, some industrial groups reporting gains over last January. These included meat products, apparel industry, particularly the women's and children's outer clothing, printing and publishing—book and job, leather and leather products. In the durable group, lumber and timber, stone clay and glass products, and automobiles and automobile equipment, employment was above last January.

Average weekly earnings in the manufacturing industries amounted to $48.45 compared to $49.71 in December and $61.00 in January a year ago. Hourly earnings amounted to $1.238 compared to

(Continued on page 4)



Wholesale and Retail Sales, 1945

1945 WHOLESALE SALES—PACIFIC COAST AND NATIONAL TREND

KIND OF BUSINESS	PER CENT CHANGE 1945 From 1944	
	Pacific Coast	Nation
All Lines	3	3
Auto Supplies	18	19
Clothing and Furnishings	0	— 2
Shoes and Other Footwear	—13	3
Dry Goods	— 4	— 8
Electrical Goods	2	12
Fresh Fruits and Vegetables	5	8
Furniture and House Furnishings	—12	— 7
Groceries and Foods	6	6
Confectionery	14	4
Meat and Meat Products	— 6	— 9
Beer	11	2
General Hardware	— 3	6
Lumber and Building Materials	2	1
Metals	— 2	— 1
Tobacco and Its Products	0	5
Leather and Shoe Findings	15	5

Final reports on retail sales of independent stores in San Francisco for the year 1945 compared to the previous year reveal a gain of 10 per cent over the previous year.

RETAIL SALES, 1945

KIND OF BUSINESS	PER CENT CHANGE 12 Months 1945 vs. 12 Months 1944
TOTAL	10
DEPARTMENT STORES	10
OTHER KINDS OF BUSINESS	11
Food Group	3
Grocery Stores (without fresh meats)	6
Combination Stores (groceries, meats)	2
Eating and Drinking Places	12
Restaurants, Cafeterias, Lunchrooms	12
Drinking Places	12
Liquor Stores (packaged goods)	17
Drug Stores	7
Apparel Group	15
Men's Clothing and Furnishing Stores	19
Family Clothing Stores	11
Women's Ready-to-Wear Stores	18
Shoe Stores	12
Motor-Vehicle Dealers	13
Furniture—Household Radio Group	5
Furniture Stores	7
Lumber—Building Hardware Group	8
Hardware Stores	16
Lumber Building Materials Dealers	4
Miscellaneous	11

Chinese Trainees Guests of C of C

In the photograph above, Chamber President Brayton Wilbur, *General Manager* Louis B. Lundborg *and* Alvin C. Eichholz, *manager of the Chamber's World Trade Department, explain details of Chamber of Commerce operation to members of a group of 62 Chinese trainees who have spent the last year in the United States studying American manufacturing and operating methods under the auspices of the International Training Administration.*

C of C Domestic Trade Group Guests of Stockton Chamber

Members of the Chamber's Board of Directors and Domestic Trade Committee will visit Stockton Tuesday, March 12, as guests of the Stockton Chamber of Commerce.

First event in the Domestic Trade Committee's 1946 program of Good Neighbor visits, the program will be highlighted by a Channel trip in a power cruiser and a luncheon at the Stockton Naval Supply Annex, followed by a tour of the Annex and a discussion period of mutually interesting business problems.

That evening the Committee members will attend the annual dinner meeting of the Stockton Chamber. Speaker will be Lewis A. Lapham, executive director of the Pacific American Shipowners Association.

Chamber President Brayton Wilbur and Carl J. Eastman, chairman of the Committee, will head the delegation. Julius Marx, vice president of Haas Brothers and chairman of the Domestic Trade sub-committee, is in charge of the trip program.

C of C Aviation Group Has New Members

New appointments to the Aviation Committee of the San Francisco Chamber of Commerce have been announced by President Brayton Wilbur.

They are Richard C. Bradley, manager, Aviation Division, Marketing Department, Standard Oil Company of California; and William E. Gallagher, Service Engineer, International Business Machine Company, and chairman of the Junior Chamber of Commerce Aviation Committee.

Slum Clearance Is Chamber Objective

Clearance of slum dwellings from San Francisco areas destined for industrial and commercial development is the object of action taken by the San Francisco Chamber's Board of Directors.

This action results from a recommendation by the Sites and Buildings Section of the Chamber's Industrial Department.

The Chamber advocates an agreement between the San Francisco Housing Authority and the Board of Supervisors whereby funds made available by the Authority shall be used as a revolving fund for slum clearing purposes.

• **According to J. F. Barrett,** chairman of the Sites and Buildings Section, "The Housing Authority is not required to pay taxes on its housing properties. However, provisions are made for the payment of certain portions of its income from rents to the City. These payments for the past year will aggregate $403,810.94. Of this total amount $238,145 are 'mandatory' payments to be made on war housing properties and $13,691 are 2½ per cent of the shelter rent on permanent public projects, leaving $151,974 as a 'voluntary' payment which the Authority proposes to make to the City but which it could use for bond redemption or other purposes."

Under the proposed agreement between the Authority and the Supervisors, the Supervisors would return the $151,974 to the Authority to acquire slum properties by condemnation, clear them and then sell them by competitive bid. By this procedure an attempt would be made to increase areas in appropriate districts of the City available for industrial purposes.

• **In his report to the Chamber Board,** Barrett said, "Your Sites and Buildings Section is vitally concerned over the availability of factory sites in San Francisco and is engaged in a number of activities to counteract the increasing use of San Francisco real estate for non-productive purposes. Anything which will tend to make more land available for commercial and industrial use merits the most careful consideration."

It is understood that the funds which are to be used have accumulated because of the occupancy of public housing by comparatively high-income families during the war, resulting in profitable rentals rather than the need of subsidies, and that any reduction in slum dwellings will be more than offset by plans of the Housing Authority for new dwellings in San Francisco.

Legislation Sought By C of C to Clear Up Labor Situation

On recommendation of its Manufacturers' Committee the Board of Directors of the San Francisco Chamber of Commerce has approved measures which it feels should be enacted into federal labor legislation, it was announced today.

• **Chairman of the Manufacturers' Committee** is Roland Tognazzini.

Immediate legislation to accomplish the following eight points is called for in the Chamber's board action:

(1) Set up a Mediation Board to aid in the voluntary settlement of labor disputes;
(2) Require that at least a 5-day notice of strikes and lockouts be given to the Board;
(3) Provide for a 30-day cooling off period if the Board takes jurisdiction in a controversy;
(4) Make labor contracts enforceable;
(5) Authorize the courts to enjoin threats of violence;
(6) Prohibit boycotts in jurisdictional disputes and provide for denial of bargaining rights, as specified in the National Labor Relations Act, to violators of such prohibition;
(7) Exclude "supervisory employees" from jurisdiction of the National Labor Relations Act; and
(8) Require the Board to study and make recommendations for legislation to promote the uninterrupted production and distribution of goods and services.

• **Many business organizations** which are said to be concerned over recent nationwide production stoppages are reported to be advocating legislation similar to that sought by the local Chamber.

Relief for Gold Miners Advocated by C of C

Reimbursement for capital and certain other losses sustained as a direct result of the War Production Board's Limitation Order L-208 by gold mine owners and operators was advocated today by the San Francisco Chamber.

Legislation to reimburse gold miners for certain losses resulting directly from the unusual WPB order has been introduced in Congress by Congressman Clair Engle of Red Bluff and recently has been the subject of hearings in Washington.

• **Phil R. Bradley, Jr.,** Chairman of the State Mining Board, President of the Mother Lode Mining Association and a member of the San Francisco Chamber's Mining Committee, attended the hearings and presented the local Committee's report to the Chamber Board with Robert M. Searls, another member of the group.

• **According to the report,** "gold mining has contributed importantly to the economic growth and welfare of the City of San Francisco: the production of $50,9 48,485 worth of gold in 1940 in California was followed by the smallest gold production in the state since 1849 . . . the production in 1944 being $4,108,055 . . .

"Operations of the gold mining industry were closed or curtailed in behalf of the war effort by War Production Board Limitation Order L-208 which subsequently has been demonstrated not to have been warranted, but which caused production to decline as indicated and caused mine operators and owners to suffer severe losses.

• **"Gold mining is the only industry** which was formally 'wiped out' by WPB regulations and sustained losses accordingly.

"The general resumption of gold mining will be essential as a source of future employment directly in mining operations and indirectly in communities throughout the state that are dependent on gold mining."

Legislation is wanted which would reimburse gold miners for capital, maintenance and rehabilitation losses suffered directly as a result of L-208, but it is not proposed to cover the loss of profits, unpaid owners' royalties or intangible losses incurred in building up or restoring efficiency of operating organization.

January Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY		JANUARY 1946	JANUARY 1945	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY				
San Francisco Chamber of Commerce Index 1935-39 Avg.=100		206.2	198.8	3.7
CONSTRUCTION PERMITS				
Total	(number)	743	285	160.7
	(value)	3,118,314	403,596	672.6
Residential, New	(number)	293	24	22.1
	(value)	1,841,570	99,800	84.5
Dwelling Units	(number)	322	21	938.7
Single-family Dwellings, New	(number)	263	17	1,447.0
	(value)	1,520,670	57,800	2,530.9
Non-Residential, New	(number)	34	6	566.7
	(value)	417,650	63,885	553.7
Additions, Alterations & Repairs	(number)	416	141	295.0
	(value)	859,094	219,111	292.1
REAL ESTATE				
Sales	(number)	1,780	1,194	49.1
	(value)	23,743,724	12,604,560	88.4
Mortgages & Deeds of Trust	(number)	1,410	977	44.3
	(amount)	13,865,899	6,821,242	103.3
RETAIL DEPARTMENT STORE SALES				
San Francisco	(index)	191	180	6.1
FINANCE				
Bank Debits	($000)	1,911,830	1,708,990	11.9
Bank Clearings	($000)	1,478,643	1,341,397	10.2
Postal Receipts	($)	3,445,833	5,781,682	-40.4
San Francisco Stock Exchange	(no. shares traded)	1,805,513	722,468	149.9
	(market value)	28,021,878	15,204,447	84.3
COMMERCIAL FAILURES	(number)	2	1	100.0
Liabilities	($)	36,881	56,273	-34.5
Assets	($)	38,885	100	38,785.0
EMPLOYMENT & PAYROLLS—BAY AREA (5 Co.'s) (a)				
Employment	(index)	99.2	275.7	-64.0
Payrolls	(index)	155.8	536.9	-70.0
NON-MANUFACTURING INDUSTRIES (5 Co.'s) (a)				
Laundering, Cleaning, Dyeing	(payroll)	167.8	166.6	0.7
Wholesale Trade	(payroll)	153.8	145.2	5.9
Retail Trade	(payroll)	151.9	138.3	9.8
Hotels	(payroll)	219.8	195.5	12.4
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.	(e)		12,744	
Industrial Placements	(number)	(e)	11,408	
Commercial Placements	(number)	(e)	1,336	
TRANSPORTATION				
Freight Car Movements	(number)	22,730	30,893	-26.4
San Francisco Airport Traffic	(no. planes)	3,683	2,276	61.8
	(no. passengers)	45,050	27,378	64.5
Express Shipments—Rail	(number)	394,629	339,456	16.3
Air	(number)	13,635	10,119	34.7
Air Mail Loaded	(pounds)	1,005,346	1,228,176	28.1
WORLD TRADE				
Vessel Arrivals with Cargo	(number)	54(d)		
	(net registered tons)	236,000(d)		
Vessel Departures with Cargo	(number)	70(d)		
	(net registered tons)	326,000(d)		
Exports—Value	(millions of dollars)	(e)		
Quantity	(millions of pounds)	(e)		
Imports—Value	(millions of dollars)	(e)		
Quantity	(millions of pounds)	(e)		
UTILITIES & NEW DEVELOPMENTS				
Electric Energy Sales Index	(k.w.hrs.)	200	209	4.3
Industrial & Commercial Gas Sales	(cu.ft.)	1,112,068,700	1,102,634,400	0.9
Water Consumers	(net gain)	205	139	47.5
Tourist & Settler Inquiries	(number)	139	55	152.7
DAIRY RECEIPTS, FRUITS & VEGETABLES				
Butter	(pounds)	917,252	4,039,976	-73.3
Cheese	(pounds)	1,737,584	1,398,869	24.2
Eggs	(cases)	101,917	141,659	-28.1
Poultry, Dressed	(pounds)	2,232,843	3,467,894	-35.6
Fruits & Vegetables	(carlots)	1,768	1,799	-1.7
LIVESTOCK SLAUGHTER (b)	(total number)	203,595	169,657	20.0
Cattle	(number)	49,798	41,581	19.8
Calves	(number)	7,815	5,521	41.6
Sheep and Lambs	(number)	52,545	87,184	-39.7
Hogs	(number)	93,437	35,371	164.2
SAN FRANCISCO LIVING COSTS 1935-39 Avg.=100				
Food	(index)	149.5	146.9	1.8
Clothing	(index)	147.0	141.8	3.7
Rent	(index)		106.3	
Fuel, Electricity and Ice (c)	(index)	92.9	92.6	0.3
Gas and Electricity	(index)	86.2		
Fuel and Ice	(index)	113.2		
House Furnishing Goods	(index)	132.4	138.8	-4.6
Miscellaneous	(index)	133.7	131.3	1.8
All Items	(index)	134.1	132.0	1.6

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.
Break down of index into ①Gas & Electricity, ②Fuel & Ice will be permanent feature in future.

(d) November 15, 1945 latest report available.

(e) Not available for this report.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 70 and refer to the Trade Tip's number. Asterisks indicate that names and addresses of references are on file.

VISITORS TO SAN FRANCISCO

***4782 CHINA**—Mr. William G. Poy, president of the Allied Trading Company, Limited, Ottawa, Canada, will visit San Francisco in early March to make connections with manufacturers for export to his company's China offices in Hong Kong, Shanghai, Tientsin, Tsingtao. Interested in wide range of products. Address inquiries care of World Trade Department.

4783 CANADA—Mr. J. C. Millar of Swann and Millar of Canada Ltd., Vancouver, B. C., is now in San Francisco to contact manufacturers of building materials and hardware, such as metal lath, stucco wire, dowels, lintels, lighting fixtures, lamps, etc. Address inquiries care of World Trade Department.

EXPORT

4784 CANADA—E. Pullan Limited, 480 Adelaide St. West, Toronto 2B, wants hardware, housewares, specialty items.

4785 AUSTRIA—Gustav Stifter, Eschenbachgasse 10, Vienna 1, wants agricultural machinery and tools, insecticides, mowing motors, irrigation equipment, electrical equipment for hothouses, greenhouses, etc.

4786 ARGENTINA—Lord, Bme. Mitre 1746, Buenos Aires, wants textile machinery, rebuilt and reconditioned.

***4787 INDIA**—Bhalchandra & Co., Barness Street, Karachi, wants toys, novelties, stationery, imitation jewelry, toiletries, perfumes, medicines, pharmaceuticals, knitted goods, yarn, needles, buttons, buckles, etc.

***4788 INDIA**—Chandrakant & Sons, Barness Street, Karachi, wants hardware, building materials, cloth, chemicals, general merchandise, etc.

4789 DENMARK—International Trading Co., Sveigaardsvej 2, Copenhagen, Hellerup, wants canned and dried fruits, chemicals, cosmetics, dry goods, groceries, etc. Also interested in representations.

General Business Activity

(Continued from page 1)

$1.224 in December and $1.357 last January. Hours worked per week amounted to 89.1 compared to 40.6 in December and 45.0 a year ago.

In the non-manufacturing industries wholesale trade reported January payrolls up 5.9 per cent, retail trade 9.8 per cent and hotels 12.4 per cent.

●COST OF LIVING

January cost of living in San Francisco, based on the U. S. Department of Labor index, at 134.1 was 1.3 per cent below December at 135.8 but 1.6 per cent above a year ago. Cost of clothing items was up 3.7 per cent and food 1.8 per cent compared with last January but house furnishing goods were off 4.6 per cent.

●TRADE

Dollar volume wholesale sales in the United States reached a new high for 1945 and was 3 per cent above 1944. Preliminary estimates of the Bureau of the Census placed total sales of merchant wholesalers for 1945 at nearly $43,000,000,000 or 80 per cent above the 1939 level.

Pacific Coast sales of wholesalers in 1945 were up 3 per cent above 1944 and December sales were up 9 per cent over a year ago. The relation between the Pacific Coast and national trend for a number of items reported are shown in the table on page 1.

C of C Appoints Karl F. Koenig Assistant World Trade Manager

Appointment of Karl F. Koenig as assistant manager of the World Trade Department of the San Francisco Chamber of Commerce has been announced by Louis B. Lundborg, general manager of the Chamber.

SURPLUS PROPERTY

The Marine Corps Depot of Supplies, 100 Harrison, San Francisco, is receiving offers on the following:

● **Sales Catalog B-124-46** until 11:00 A.M., March 13, on 8 lots of various sized wooden chests and boxes. Some in good, but mostly in fair condition.

● **Sales Catalog B-125-46** until 11:00 A.M., March 18, on assorted new carriage bolts, lag bolts, wood screws, and cable fittings.

The Naval Supply Depot, Oakland, Sales Officer, Bldg. 321, is receiving bids on **Sales Catalog B-55-46** until 2:00 P.M., March 11, on:

Unused porcelain cleats, fuse clips, lavatory fixture cocks, soil pipe elbows, brass condenser tube ferrules, soil pipe ferrules, tube fittings, air-water-steam pressure gauges, steel pipe nipples, globe pipe valves, pipe flange adaptors, gasoline hose filters, air hose nipple and strainer assemblies, coil packing, electric cable packing, leather washers, fire extinguisher brackets, galvanized couplings, brass cotter pins, brass pulleys, cutter tubes, grease gun hose, 2-in. water hose, high pressure air hose, cast iron wheel hooks, fog nozzles, "V" drive belts, lubricating guns, water pump wrenches, electric oven abd 15-degree open end wrenches.

The Navy Material Redistribution and Disposal Office, 785 Market, is receiving the following bids:

● **Sales Catalog B-306-46** until 10:00 A.M., March 14, on concrete pipe battens, sand blasting sand, ventilation hose and tubing, miscellaneous pipe fuse and valves, stirrup-type fire extinguisher, rubber gasket material, conduit fittings, pole line equipment, magnet and switchboard copper wire, insulating materials, portable fuse panels, fibre duct conduit switches, panel boards and starters, portable light standards, reflector units, light stringers and extension cords, portable cable, block-in boxes, steel tackle blocks, junction boxes, and wiring devices. These materials are described as being in conditions varying from scrap to new;

● **Sales Catalog B-302-46** until 10:00 A.M., March 8, on accumulations of potato, mesh onion and coffee bags and scrap burlap bags and bagging covering the period April 1 to June 30;

● **Sales Catalog B-304-46** until 10:00 A.M., March 12, on 7 wooden hospital beds with link springs in used but good condition;

● **Sales Catalog B-299-46** until 10:00 A.M., March 12, on 5,000 new Grove hydraulic releasing devices for life floats.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting Monday, March 4, was:

George G. Montgomery, 3rd Vice-President, San Francisco Chamber of Commerce.

● **Koenig** took over his new position on March 1st.

"Scope of the World Trade Department's work has broadened to such an extent that reorganization and creation of an assistant manager's post is a prime necessity in order to handle the additional load of the department's expanded activities," Lundborg said.

● **"As a specialist** in exchange and financial operations, Koenig has had extensive experience in international banking procedure and operations involving foreign exchange and arbitrage, Letter of Credit and Acceptance financing, foreign and domestic collections, and document technique," Lundborg stated. "Therefore, a great deal of his work with the Chamber will be devoted to international financial matters.

"His financial training and administrative experience in the armed services will also enable him to advise new exporters and veterans who wish to enter the field of foreign trade. In addition, he will handle the very heavy volume of inquiries from all over the world concerning sources in this area and will assist us in making more effective the development of these possibilities for increasing trade. He will also be responsible for the development of new trade promotion programs necessary for the expansion of world trade and shipping, directing some of the specific committee trade promotion projects."

● **Koenig is a native San Franciscan** and University of California graduate of the College of Commerce, majoring in foreign trade. He has traveled extensively in Europe and has a knowledge of German, Spanish and French.

From 1930 until his entry into the armed services in 1942, he served in the International Banking Department of the Bank of America. For five years he acted as the bank's assistant foreign exchange trader, later transferring to the Letter of Credit Department, where he handled Acceptance financing of imports and exports and other financial responsibilities.

After 3 years' service in the Army as an administrative officer assigned to the Air Corps, Koenig returned to inactive duty early in 1944. He joined the U. S. Treasury Department Procurement Division, in the Office of Surplus Property, at that time known as the Federal Property Utilization Branch. Here he served as assistant to the Division Chief, until his appointment as Chief of the General Accounts Section of the Finance Division.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• OPA APPOINTMENT

Stuart Ingram has been appointed price executive of the Lumber Branch of the Office of Price Administration, in the National office in Washington. Mr. Ingram has been price executive of OPA's Building Materials Branch, and has been with the organization since 1944.

Prior to coming to Washington, he was in the OPA office at San Francisco, handling certain industrial materials pricing, including lumber. Prior to 1944, he was a private contractor and builder of homes in California.

He succeeds Peter A. Stone in this new position, which appointment becomes effective March 15, 1946.

• FISHING PORTS

San Francisco was one of the five leading United States fishing ports in 1945, in weight of fish landed, according to the Department of Interior. The other four were San Pedro, Monterey, Gloucester, and Boston.

The enormous landings of pilchards are responsible for the high rank of San Francisco and Monterey, for at both ports this single species comprises more than 90 percent of the landings. The San Francisco landings were 200,000,000 lbs.

• VETERANS' HOUSING

The Federal Housing Administration is starting an intensive drive for a broad cooperative program to stimulate home remodeling as a means to get housing for veterans.

This drive is being concentrated in most critical areas, to gain the cooperation of communities, dealers, and lenders as well as to sharpen the interest of property owners in wide use of this method of producing more living quarters for returning servicemen and their families.

Under the "Remodel for Veterans" program, property owners may obtain loans up to $5,000 for terms up to seven years. When eligible for FHA insurance, the loans cover properties in designated "war housing" areas, improvements provide additional living accommodations, and occupancy priority is given veterans of World War II.

• SMALL BUSINESS

187 Small Business bills were introduced in Congress during its sessions in 1943-1944, 10 of these bills became law.

A digest of the 187 bills and the 10 laws will soon be available for study in the San Francisco office of the San Francisco Chamber of Commerce.

Aviation Group Seeking Joint Airlines Transportation Terminal

Development of a centralized joint airlines transportation terminal from which passengers may be taken to the Municipal Airport is sought by the Aviation Committee of the San Francisco Chamber of Commerce.

• In a resolution passed at its recent meeting, the committee urged the Aviation Committee of the Junior Chamber of Commerce to renew its study of the need for such a terminal.

At the same time, the San Francisco Chamber's Aviation Committee appointed a 3-man study group consisting of James L. Murphy, United Airlines; Belford Brown, The San Francisco Bank; and G. R. Thornton, Transcontinental & Western Air, Inc., to work with the Junior Chamber in the development of a joint terminal.

• Commenting on the need for such a terminal, George C. Tenney, chairman of the San Francisco Chamber's Aviation Committee, said, "As the size of airplanes in service increases, making it possible to carry more passengers in one plane, the problem of transporting those passengers to the airport becomes greater and greater. Use of buses or limousines departing from varying points creates a traffic hazard and contributes to San Francisco's already overburdened traffic problem.

"The establishment of a centralized, conveniently located station from which passengers could be taken to the airport would alleviate this problem," Tenney declared.

Tenney also pointed out that the proposed station would serve as only a transportation terminal and not a centralized ticket, sales or administration office.

C of C 1946 Apparel and Textile Section Appointed

Appointment of an Apparel and Textile Section to function through the Industrial Department of the San Francisco Chamber of Commerce has been announced by President Brayton Wilbur.

• Chairman of the group is Daniel E. Koshland, vice president and treasurer of Levi Strauss & Company and a director of the Chamber.

Members of the Section include: David Benioff, David Benioff Brothers; Charles A. Block, H. & L. Block; W. M. Chipman, Dean Witter & Co.; Milton Dorman, Ever Ready Products Co.; Herbert Eloesser, Eloesser-Heynemann Co.; John O. Gantner, Jr., Gantner & Mattern Co.; Otto Kramer, Color Craft Corp; R. M. May, Crown Manufacturing Company, Inc.; Fred Pruter, Pacific Coast Garment Manufacturers; M. Rhine, General Electric Co.; Adolph Schuman, The Lilli Ann Company; Gerald Simon, Simon Millinery Co.; Leo J. Simon, Simon Mattress Manufacturing Co.; J. L. Stuart, J. L. Stuart Manufacturing Co.; L. H. Tryon, E. H. Tryon, Inc.; and W. P. Wing, California Wool Growers Association.

Wright Named Area Housing Expediter

Preston L. Wright, western regional representative of the National Housing Agency, has been appointed as one of seven Regional Housing Expediters to work with communities in securing maximum production of homes for veterans, according to an announcement by National Housing Expediter Wilson W. Wyatt.

• Wright's headquarters will be in San Francisco.

Washington Office Anniversary

March 1st marked the second anniversary of the San Francisco Chamber's Washington office, which has accomplished notable results for hundreds of Chamber members during its brief history.

Under the management of Frank E. Marsh, the office has represented the community in all of its many problems that relate to the national capital.

• Major fields in which San Francisco had able representation include:

Service to San Francisco and the Bay Area in handling wartime problems, in holding gains made during the war and meeting problems of readjustment; service to Chamber departments and committees in advancing Washington phases of industrial, foreign trade, agricultural, transportation, aviation and other projects; and service to Chamber members on their individual and group problems.

SEE LUNCHEON ANNOUNCEMENT ON PAGE 3

Chamber Thanked for Aid to San Joaquin Valley Farmers

"To say thank you is putting it mildly on behalf of the farmers in this area for your ready assistance in regard to the Weather Bureau matter," commented Robert Franklin of Fresno in a letter to Louis B. Lundborg, general manager of the Chamber.

"Not only have we stressed it in meetings, but on three separate broadcasts by radio in Fresno, Tulare and Bakersfield, I have told the farmers listening in that they owe the San Francisco Chamber of Commerce a vote of thanks for the quick and forthright assistance we received on the project," added Franklin.

The Chamber, through its Washington Manager, Frank E. Marsh, secured Congressional support of legislation to provide additional personnel and facilities for the San Joaquin Valley Weather Bureau.

Junior C of C Opens Mexico Symposium

A Mexico Symposium, sponsored by the World Trade Committee of the San Francisco Junior Chamber of Commerce, will be held at noon Friday, March 15, at luncheon in the San Francisco Commercial Club.

● **Speaker** will be Professor Ronald Hilton of Stanford University.

A graduate of Oxford University, Professor Hilton studied in France, Spain and Italy. He is a former professor of the University of British Columbia, and has traveled extensively in Latin America and Mexico. He was also editor of Who's Who in Mexico.

Reservations may be made by calling the Junior Chamber office, EXbrook 4517.

Drive Launched on Wage Violations in Building Industry

Building and construction firms in this area are being notified by William A. Babcock, Jr., regional director for the Wage Stabilization Board, that a drive to check wage control violations in the industry is underway and will be followed up with strict enforcement action.

According to Babcock, any unapproved wage increases above the prevailing area rate on October 3, 1942, are illegal, and employers are subject to penalties in the form of recommended income tax disallowances up to the full amount of violation wages paid.

● **The present drive** is designed partially to give employers an opportunity to file applications for approval of their wage schedules with the Wage Adjustment Board, Babcock said.

Copies of the bulletin outlining the enforcement program in the building and construction industry will be sent on request. Requests should be addressed to the Wage Stabilization Board, 1355 Market Street, San Francisco.

City Improvement Program of $8,000,000 Delayed by Suit

The city of San Francisco is being blocked from over eight million dollars of public improvements, according to a report given to the San Francisco Chamber of Commerce.

● **The report** made by Frank S. Hanlon, chairman of the San Francisco Municipal Conference, took the form of a statement commenting on a taxpayers' suit which has been filed against the city.

"Some $8,246,000 allocated to San Francisco for its public improvement program is being bottlenecked," Hanlon declared.

● **Bottleneck,** he said, is the taxpayers' suit against the city which would prevent payment for preparation of plans and specifications for a proposed sewage treatment plant.

To break this bottleneck, Hanlon said, Clyde C. Kennedy, with whom the Public Works Director entered into a contract to provide plans and specifications for the North Point Sewage Treatment Plant, has applied to the Supreme Court for a writ of mandate to compel City Controller Harry D. Ross to make the first payment under his contract.

This proceeding has been instituted by attorneys John L. McNab and Walter E. Hettman.

● **The San Francisco Municipal Conference** has obtained permission for its attorneys, Allen G. Wright and Sylvester J. McAtee to file a brief as friend of the court in support of Kennedy's petition.

In addition to the North Point Sludge Treatment Plant which involves $3,000,000, other public projects for which funds have been allocated and which await the decision of the court to determine their future progress are:

Juvenile Detention Home, costing $1,250,000, for which bonds have been voted by the people; Sunset Junior High School, costing $975,000; Richmond-Sunset Treatment Plant Extension, costing $600,000; San Francisco Junior College Hot House Buildings, costing $46,000; New Mission Police Station, costing $75,000; and for geologist consultation required in connection with tunnels in the Lake Merced District Sewer System, a project estimated to cost $3,400,000.

● **Commenting on the issues involved** in the taxpayers' suit, Hanlon said, "The questions submitted for decision demand prompt answer if the best interests of San Francisco are to be served. Otherwise, San Francisco will be brought to a standstill in the very inception of a program of public improvements long postponed due to war restrictions and now urgently required to meet demands."

Members of the Municipal Conference participating in the suit are the San Francisco Chamber of Commerce, Downtown Association of San Francisco, San Francisco Real Estate Board, Apartment House Association of San Francisco, Inc., Building Owners & Managers Association and the California Northern Hotel Association.

Governor Signs Bill to Provide Disability Insurance Benefits

Governor Warren, on March 5, signed Senate Bill 40, an amendment to the Unemployment Insurance Act which would establish a system of Unemployment Compensation Disability Benefit payments.

● **Purpose of the Act** was to compensate in part for the wage loss sustained by individuals unemployed because of sickness or injury. Under the new law, the maximum allowable sickness benefit would be $20 per week, the same as payments for unemployment.

Under the present law, workers are allowed 23¾ weeks of regular unemployment insurance benefits. Maximum period for a combination of disability and unemployment insurance in any given year would be 35 weeks.

● **All sickness and disability payments** will be paid from the 1% payment check contribution to the State Unemployment Insurance Fund made by the employee, a contribution which will be set aside in the future in a special disability fund.

Effective date of this measure is May 21, 1946. Benefits will become payable a year from that date unless the Government allows withdrawal of the 1944 and 1945 employees contribution from the Unemployment Insurance Fund.

Equivalent of a waiting period of seven days is necessary before benefits. No benefits will be allowed if wages continue during sickness, and no benefits will be payable if the worker receives payment under the Workers Compensation Insurance Act.

The Act further states that the first claim for disability benefits during the period of sickness shall be accompanied by a physician's certificate. It also includes a provision authorizing alternative private benefit plans with benefits equal to or greater than the state benefits. Employees carrying this type of insurance are exempt from paying 1% into the State fund.

Halsey Appointed to Pan American Post

Admiral William F. Halsey, Jr., has been elected vice president of Pan American World Airways Pacific and Alaska Division according to an announcement by President Juan T. Trippe.

● **Admiral Halsey** will be the senior Pan American officer on the Pacific Coast, where he will have direct charge of the System's service to Honolulu, New Zealand and Australia, as well as the new service which Pan American is planning to Japan and the Orient.

He will take over his new duties in April.

"Country Gentleman" Executive Addresses Agricultural Group

H. E. Babcock, chairman of the Board of Trustees of Cornell University and Farm Economic Adviser of *The Country Gentleman*, addressed a luncheon meeting of the San Francisco Chamber of Commerce Agricultural Committee at the Commercial Club on March 12.

● **Author of the article** "Our Limitless Market for Food," Babcock also initiated the "Eating for Nutrition" movement.

Babcock was accompanied by C. C. Rees, advertising director of The Country Gentleman.

To Tell You Facts

"Concerning the Army"

General Joseph W. Stilwell

COMMANDING THE SIXTH ARMY

WILL BE HONORED GUEST AND SPEAKER

Thursday, March 28, 1946

at Luncheon in the Commercial Club

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

Sponsors:

SAN FRANCISCO CHAMBER OF COMMERCE
SAN FRANCISCO COMMERCIAL CLUB

AN FRANCISCO CHAMBER OF COMMERCE
33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at $1.50 each at uncheon honoring Gen. Joseph W. Stilwell on Thursday, March 8, 1946, in the San Francisco Commercial Club, at 12 noon. Kindly enclose self-addressed envelope for forwarding tickets.)

Name .....

HECK NCLOSED *Firm* .....

Address .....

.....

*At Luncheon in

The San Francisco Commercial Club

Thursday Noon
March 28, 1946

Price $1.50 per plate
($1.46 plus 4c tax)

FOREIGN TRADE TIPS

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EXPORT

4790 CHINA—Firms interested in exporting iron and steel products to China are requested to get in touch with the Foreign Department of the American Trust Company, 464 California Street, San Francisco. Bank has correspondents seeking such connections.

***4791 INDIA**—Rasik & Co., Dahenukar Building, Kalbadevi Road, Bombay 2, wants art silk embroidery, piece goods, cotton cloth, other textiles.

4792 PUERTO RICO—C. E. Rosello Company, P. O. Box 977, San Juan 5, want construction materials, household furniture, and other lines for Puerto Rico, Dominican Republic, Virgin Islands.

4793 PHILIPPINES—Santiago Yap, 431 Salazar St., Manila, wants from exporters and manufacturers general merchandise, dry goods, textiles, laces, hardware, electrical supplies, etc.

4794 CANADA—Specialty Sales & Service, 827 Pandor Ave., Victoria, B. C., wants 52 tons shelled oysters, 52 tons shelled shrimps, 52 tons ink fish to be shipped to British Columbia over a 12-month period on a bi-monthly or monthly basis.

4795 CHINA—National Engineering & Manufacturing Corporation, 208-24 Central Road, Shanghai, wants paper manufacturing machinery for making cigarette paper, cellophane wrappers, art papers; printing ink manufacturing machinery with auxiliaries and color mixing equipment; small size linotype machinery and accessories for printing newspapers, books, etc.; "Lincoln" electric welding machine, electrodes and accessories.

4796 CEYLON—H. H. Abdul Karim & Co., No. 202,204, Main Street, Colombo, want cotton piece goods, artificial silk, woolen piece goods, etc.

4797 NEW CALEDONIA—Raymond Foussard, Vallee des Colons, Noumea, wants machinery for manufacturing soap and oil, such as hydraulic press, engines, machinery to work coconut fibre, Diesel motor.

4798 DOMINICAN REPUBLIC—Rafael Gil Castro, P. O. Box 852, Ciudad Trujillo, wants grape juice and tomato paste.

4799 CHINA—Yuen Ping Wah & Co., Post Box 1999, Shanghai, wants "Sunkist" oranges.

4800 CHINA—Central Steel Company of China, 203/1 Rte Magniny, Shanghai, wants iron and steel.

4801—ECUADOR—Pablo Mite Flores, P. O. Box No. 793, Guayaquil, wants all kinds of textiles, hardware, household items, dry goods, canned foods, clothing, stationery, iron and steel, etc.

4802 TAHITI—1. S. Smolin, Papeete, Tahiti, wants billiard tables and skittle alleys, complete with accessories, such as ninepins, balls, etc.

4803 FRANCE—Leon Rozenberg, 66 Rue du Cardinal-Lemoine, Paris IV, wants canned milk, powdered milk, cheese, canned fish, canned foods, etc.

4804 NICARAGUA—Molieri & Co., Corinta, Nicaragua, want fresh fruits and vegetables.

4805 INDIA—The Packing Materials Corporation, 77-87 New Bardan Galli, Bombay 3, want waterproof packing papers, tarpaulins, bituminized hessian, wax papers, all kinds packing materials.

4806 CHINA—Dah Tung & Co., 81 Jinkee Road, Shanghai, want bank note papers.

4807 CHINA—F. S. Louie & Co., 178-180 Shakee Road, Canton, want canned food products, electrical supplies, wires and fixtures, automobile spare parts. Ask copies of replies be sent also to Bank of China Building, Queen's Road Central, Hong Kong.

IMPORT—EXPORT

4808 FRANCE—Alfred Levy, 78 Avenue Paul Doumer, Paris XVIe, wants import-export trade connections with dealers in all kinds manufactured articles.

4809 FRANCE—Societe Transcontinentale d'Echanges et de Clearing, 116 Av. des Champs-Elysees, Paris, export cognac, brandy, liqueurs, fancy jewelry, perfumes, hand-painted ladies' scarves. Would also like to represent general export merchant. Want agencies for machine tools, machinery of all kinds, household appliances, novelties, plastics, office furnishings, appliances.

4810 MEXICO—Distribuidora del Norte, S. A. Apartado Postal 516, Torreon, Coah., want barbed wire, offer boxed, dried shrimp.

4811 PHILIPPINES—Alvaro C. Abenes, P. O. Box 1417, Santa Barabara, seeks import-export connections with manufacturers and wholesalers for trade with Philippines.

4812 CHINA—T. E. Pun of the Mayfair Trading Co., 47 Amherst Avenue, Shanghai, wants drugs, pharmaceuticals, other lines. Offers Chinese native products.

IMPORT

4813 MEXICO—The Mexican Arts Co., Ave. 16 de Septiembre 6, Desp. 112, Mexico, D. F., offers huaraches.

4814 SWITZERLAND—Decolletage S. A., Grenchen, seeks importers or agents for precision screws, turned pieces of every kind up to a diam. of 2 in., cutting and stamping of every shape.

Ebosa S. A., Grenchen, seeks importers or agents for high precision instruments of latest models, turning machines for handling any shape of any material, microgauges, electric shavers.

Fernand Hug, Geneve, seeks importers or agents for standard thread gauges, limit thread gauges, thread roller snap gauges, thread groove milling centers, ground trapezoidal thread taps, "PEE WEE" thread press rollers, stocks and dies, ground worms, precision machine parts, special made cigarette lighter.

Information on these exporters available at Consulate of Switzerland, 100 Bush Street, San Francisco.

4815 PHILIPPINES—G. J. Cristobal, Wilson Building, Manila, offers rattan, 10,000 pieces a week.

4816 MEXICO—Luis A. Bolio, Zaragoza 6, Coatzacoalcos, Veracruz, offers 20 to 50 tons of ginger. Full details at World Trade Department.

4817 MEXICO—Servando Michel, Calle Colima No. 14, Manzarillo, Colima, offers shark liver oil. Has 600 kilos immediately available, larger quantities later.

VISITOR TO SAN FRANCISCO

4818 PANAMA—Mr. Fred Epstein, President of Epstein & Loeb Co., Ltd., Box 176, Colon, Republic of Panama, wishes to represent manufacturers of men's wear (trade names desired), low priced radios and building materials, for distribution in Central and South America. Address replies care of M. L. Grosvald, 781-D, Central Avenue, Alameda.

REPRESENTATION

4819 DENMARK—H. V. Lumbye, Stataus, Elektroinstallatr, Frederikssundsvej 16, Copenhagen, N. V., wants electrical appliances and specialties of all kinds. Also wants license to manufacture electrical items in Denmark. For local contact telephone or write Svend H. Nielsen, 222 Clara Street, San Francisco 7, GArfield 2120.

4820 AUSTRALIA—Associated Engineers Corporation Limited, P. O. Box H520, G. P. O., Perth W. A., seeks agent for mineral products, mainly fibrous minerals such as Anthophylite fibre, as well as many ores.

4821 ITALY—Franco Ferraris, Via Walter Fillak 33/4, Genova, wants all kinds of products.

4822 FRANCE—Second Micalaudy Fournail & Co., 52 Cours du Chapeau-Rouge, Bordeaux, wants raisins and prunes.

***4823 MEXICO**—Muebleria Imperial, Av. Libertad 46, Toluca, wants home furnishings, radios, linoleum, furniture, gift articles, light machinery, etc.

4824 ITALY—Guasoni, Via Matati No. 1, Cremona, wants paper, automobiles and parts, leather, radio and electrical equipment, lumber, machinery and equipment, textiles, petroleum, chemicals, fish, fruits, vegetables, etc.

4825 HONG KONG—The Montalvo Trading Company, French Bank Building, Third Floor, export rugs, camphor wood trunks, rattan wares, Swatow linens, wood oil, Chinese spices and medicines. Wants optical supplies, papers, cork, clothing materials and zinc plates.

4826 CUBA—Alfredo A. Agon of Montalvo Trading Co., Valle #164 Bajos Esquina Passaje H. Upmann, Habana, wants to hear from manufacturers seeking outlets in Cuba.

4827 PERU—Compania Minera Industrial, Edificio Gildemeister, Lima, wants preserves, codfish, salmon.

***4828 SWITZERLAND**—Edmond Mottier, 20 Rue Sturm, Geneve, wants pilchards, other canned fish, dried fruits for exclusive representation in Switzerland and Europe.

4829 MEXICO—Edwin Garnett, P. O. Box 2839, Mexico, D. F., wants exclusive agencies on non-mechanical lines, including acoustics and insulating supplies, flooring, roofing, builders' hardware, doors, metal windows, etc.

4830 PHILIPPINES—Alexander M. Paps, President of Pacific Indent & Import Co., Inc., 1014 Rizal Ave., Manila, is in Los Angeles to make connections with manufacturers of haberdashery textiles, construction materials, hardware, stationery, novelties. Works on commission basis. May be reached during March and April at 1259½ Federal Avenue, West Los Angeles 25, California.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6280—BEHR PRODUCTS CO., 13732 Woodward Avenue, Detroit 3, Michigan, looking for a distributor in the San Francisco area for their boring bars and spot facing tool.

D-6281—RESEARCH TOOL CO., South Hamilton at Lyon St., Saginaw, Michigan, interested in securing a representative for their burring tool, who contacts small mill supply, hardware and machinery dealers.

D-6282—MR. FREDERICK ALTMANN, 1271 St. Ives Place, Hollywood 46, Calif., looking for a salesman to cover the State of California, for lines of high priced knitted sweaters.

D-6283—PECK BROTHERS, S. W. Thirteenth at Taylor, Portland 5, Oregon, desirous of representing local manufacturers of automotive and industrial products in Oregon and southwestern Washington. Contact garages, service stations, automotive dealers, logging concerns, industrial accounts and commercial accounts.

D-6284—H. ROBITSEK & REIS, 310 Riverside Drive, New York, New York, would like to represent local manufacturers of novelties, gift items, and articles of interior decorating in the New York territory.

D-6285—MR. J. B. Jarrell, 1734 Julian Street, Denver 4, Colorado, makes a tire servicing tool and desires representation in the West Coast Area, to call on automotive accessory jobbers and dealers.

D-6286—THE LONDON COMPANY, 2636 Compton Avenue, Los Angeles 11, Calif., looking for a distributor in San Francisco for their fireplace equipment. Someone who contacts houseware buyers, hardware stores, etc.

D-6287—ANDREW A. KINDEM AND SON, 854 Builders Exchange, Minneapolis 2, Minnesota, would like to represent local manufacturers of plastic items, toys, hardware supplies, automobile accessories, and gift ideas in the middle West.

D-6288—TUCSON SALES CO., 650 North Sixth Avenue, Tucson, Arizona, interested in acting as distributor for San Francisco manufacturers of air conditioning equipment, general sundry items, irrigation equipment and supplies, office furniture and equipment, plastics, refrigeration and heating in Arizona, Texas, Colorado and New Mexico.

D-6289—WILLIAMS DISTRIBUTING CO., 1070 East 45th South St., Salt Lake City 7, Utah, are in a position to act as wholesale distributors for local manufacturers of tire and rubber products, radios, auto batteries and cables, flashlight batteries, auto accessories, cigarette lighters, and steel sash.

D-6290—INVENTORS' ASSOCIATION, 611 Black Building, South Hill St., at 1th, Los Angeles 13, California, interested in a distributor or sales agency to represent them in this area on several manufactured items. Contact direct for items, terms and conditions.

D-6291—RICHARD L. BUCKLEY, 6415 Alamo Drive, Clayton 5, Missouri, would like to represent local manufacturers of small industrial items in the middle western markets.

D-6292—DIRECT OIL SERVICE CORP., No. 2 Royalston Avenue, Minneapolis, Minnesota, desirous of representing San Francisco manufacturers of household appliances in Minnesota, Wisconsin and North Dakota.

D-6293—WILLIAM H. DURHAM & CO., 124 E. Jefferson, Dallas, Texas, interested in representing local manufacturers of household appliances and kindred lines in Texas, Oklahoma, Arkansas and Louisiana.

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General Stilwell Luncheon Is Sell-Out

Within a few days after the announcement was carried in Bay Region Business that General Joseph W. Stilwell would speak to the Chamber and Commercial Club members on March 28, requests for tickets had reached a capacity limit.

"In accordance with existing policy, members were taken care of in the order that requests for tickets were received," General Manager Louis B. Lundborg explained today, "and to our very great regret it was impossible to accommodate many members who had indicated their desire to attend the luncheon for General Stilwell."

GENERAL JOSEPH W. STILWELL
Commanding the Sixth Army

● **General Stilwell,** commanding general of the new Sixth Army, has chosen as his luncheon topic, "Concerning the Army."

A graduate of West Point, General Stilwell served as major with the American, British, and French forces in Europe during World War I.

The major part of his military career was spent in China where he was first assigned in 1926. There he served for three years as Chief of Staff, American Forces in China, returning again in 1932 as Military Attache, United States Embassy, Peiping, where he remained until 1939.

Returning to the United States, he served in various commands throughout the country until his assignment as commander of the Third Army Corps, with headquarters at the Presidio of Monterey, California.

In March 1942 he was appointed commander of the United States Army Forces in the China-Burma-India Theater of Operations, shortly afterwards being placed in command of the Fifth and Sixth Armies of Generalissimo Chiang-Kai-Shek. It was during this service that he was awarded the Distinguished Service Cross.

He later served as Chief of Staff to the Generalissimo, returning to the United States in 1945 to accept assignment as Chief of the Army Ground Forces, Washington, D. C.

He returned overseas in June 1945 to assume command of the Tenth Army then serving on the Island of Okinawa, and in December 1945 was assigned as Commanding General, Western Defense Command, Presidio of San Francisco. The Command was replaced by the Sixth Army in March 1946.

WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

● ALASKA INDUSTRY

Alaska's important fishing and freighting industries, handicapped by boat shortage throughout the war, will have a chance in the near future to acquire some 55 surplus craft which cost the Government several million dollars.

The boats are the first of many which are expected to be declared surplus in Alaskan waters by the Navy, Army and Coast Guard.

It is hoped that action of this kind will enable a resumption of full-scale fishing operations in Alaska.

In addition to the boats in Alaska, other small craft are being declared surplus in Hawaii and Puerto Rico.

● VETERANS' HOUSING

In an effort to speed up the veterans emergency housing program, Construction Field Offices will be set up by the Civilian Production Administration in each of the Federal Housing Administration areas. These offices will administer CPA's responsibilities in screening commercial and industrial construction applications under the pending order.

Citizens' Housing Committees, representing the various interests in the community, will be established to advise these Field Officers on the essentiality and non-deferrability of local building projects.

The recommendations of these local committees will be given full consideration. On cases not considered locally to be essential and non-deferrable, appeals may be made to Washington.

● IRON AND STEEL SCRAP

The need for iron and steel scrap has become so imperative that the Civilian Production Administration has appealed to Mr. and Mrs. America to scour their premises and help provide additional iron and steel scrap over the next four to six months to meet the expanding demands for housing needs and consumers goods products.

From an estimated 5,600,000 tons of scrap reached at the height of the War Production Board drive in mid-1943, the scrap stockpile had dropped to about 3 million tons at the end of the war. According to CPA this is a bare working minimum.

Jane Taylor Buying Service Opening Apparel City Office

Announcement by the Jane Taylor organization of the opening of an office in Apparel City is indicative of the widespread interest that the project has attracted for San Francisco.

● **The establishment** Jane Taylor heads is one of the larger resident buying and style reporting services in Los Angeles. In 1945 it shipped over $50,000,000 worth of merchandise to stores in all parts of the United States and to a number of stores in larger cities all over the world.

This marks the second major announcement made in connection with Apparel City within a month. Late last month Celanese Corporation, Inc. announced the signing of an agreement to sponsor the City's central Auditorium and a long-term lease on an adjacent three-story business building.

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Special Projects Section Set Up in Industrial Department

Because of unprecedented industrial development activities in the Bay Region and consequent diverse problems, a new Special Projects Section for 1946 has been established in the San Francisco Chamber's Industrial Department, it was announced today by Brayton Wilbur, Chamber President.

● **Edward Rambo Browne,** president of Otis & Browne, has been named Chairman of the Section which held its organization meeting recently.

Members of the Section are as follows:

T. E. Ambrose, Atlas Elevator Company; D. I. Anzini, San Francisco Chapter, American Institute of Electrical Engineers; T. P. Dresser, Jr., San Francisco Section, American Society of Civil Engineers; Stewart P. Elliott, Handicraft Hobbies; M. V. M. Goddard, M. V. M. Goddard & Associates; A. H. Johnston, California and Hawaiian Sugar Refining Corporation, Ltd.; John C. McPherson, Western Pipe & Steel Company of California; Fred J. Mahr, Pacific Gas and Electric Company; Charles J. Nicholas, Crane Co.; W. G. O'Connell, Jr., Technical Consultants, Ltd.; H. E. Prescott, San Francisco Section, American Society of Mechanical Engineers; William P. Scott, Jr., Scott Co.; T. J. Trodden, S. F. Garage Owners' Assn. Ltd.; T. S. White, Northern California Section, Society of Automotive Engineers.

SURPLUS PROPERTY

The following offerings of surplus materials have come to the attention of the Domestic Trade Department:

Navy Material Redistribution and Disposal Office, 785 Market St., Sales Catalog B-316-46 until 10:00 A.M., April 1, on 8 in. double sheave wood blocks, 9/16 in. and ½ in. galvanized screw pin anchor shackles and on galvanized pins for the 9/16 in. size. New-excellent condition;

● **B-324-46** until 10:00 A.M., March 28, on varying quantities of used burlap potato and coffee bags, cotton onion and flour bags, and miscellaneous rags;

● **C-325-46** until 10:00 A.M., April 2, on 40,000 lbs. 7/32 in. x 18 in. hollup Sureweld type N welding electrodes. New-excellent condition;

● **B-326-46** until 10:00 A.M., March 29, on 18-in. scuttles, failing special check valves, Douglas fir doors and door frames, redwood window sashes and frames, pendant and ceiling type lighting fixtures. All in fair condition.

U. S. Marine Corps Depot of Supplies, 100 Harrison, Sales Catalog B-79-46 until 10:00 A.M., March 26, on assorted spare parts for Evinrude outboard motor, Model No. 4374.

Mare Island Shipyard, Sales Officer, Bldg. 71, Sales Catalog B-30-46 until 10:00 A.M., March 25, on the following new material:

Electric key sockets; pony cleat receptacles; condulent covers; attachment plugs; electric adaptors; fuse blocks; various types and sizes of bolts; steel nuts; monel rivets; split lock and rubber washers; ball and plug cocks; drinking fountain goose necks; water heater; ventilating heaters; double brass valves; line pipe couplings; gasket type couplings; reducing elbows; conduit type Y branches and elbows; cartridge type oil filter refills; brass cleats; sledge hammers; fire hose (used); file cases; cock type covering; gage glasses, airport glasses; ladder treads; coil and beaded chain; anti-rattlers; wire cloth; cuspidors; brass key blanks; mirror glyphs; tool stands; spunge rubber; chain hoists, one-ton (used); hand wheels; clinch plates; dee rings; single studs; steel washers; eye shields; steel tabs; thread spools; taff rail log; portable boat meters; compass reader; boiler thermometers; azimuth mirrors; bowsprits; dead lights; airport wind scoops; 15-gal. steel drums; heavy grade C leather; cork board; paddles; black strap molasses; bronze clevis; Type DA propellers for 20-ft. motor boat; and bilge pumps.

The Naval Supply Depot, Oakland, Sales Division, Bldg. 321, Sales Catalog B-60-46 until 2:00 P.M. March 29:

Sound powered telephone sets; 1-in. hemp rope; sail makers' palms; halide leak detector outfits; glass tape; fibred glass sheets; window glass; wire inserted glass sheet; drinking water bags; jute twine; 60 lb. boat anchors; and one hand powered winch. All in new-excellent condition.

C of C Electronics Committee is Appointed; Tenney is Chairman

George C. Tenney, president of the McGraw-Hill Company of California and a director of the San Francisco Chamber of Commerce, has been appointed chairman of an Electronics Section in the Chamber's Industrial Department, according to an announcement by President Brayton Wilbur.

● **The new section** has already held its first meeting and formulated plans for a program whereby Bay Region manufacturers will be assisted in the production and use of electronic devices.

Members of the section are:

F. E. Bodine, Westinghouse Electric Corporation; C. C. Brandenburg, Brandenburg & Co.; O. R. Doerr, Pacific Gas and Electric Company; John M. Karr, Karr Engineering Co.; C. A. Le Har, Radio Corporation of America; Charles Litton, Litton Engineering Laboratories; J. A. McCullough, Eitel-McCullough Inc.; T. I. Moseley, Dalmo-Victor, Inc.; David Packard, Hewlett-Packard Co.; H. C. Rubach, Baker & Co., Inc.; George R. Sommers, Sylvania Electric Products Inc.; B. A. Stein, Dictograph Sales Corporation; Carlisle Stewart, Midwestern Schools, Inc.; Harry F. Tiedemann, Marelco, Inc.; E. A. Whitehead, General Electric Company.

New Mineral Ore Pilot Plant Ready at Shasta

Initial operations of a pilot plant for testing mineral ores at Shasta Dam last week were witnessed by R. E. Fisher, Vice President of the Pacific Gas and Electric Company, Fred J. Mahr, Industrial Development Engineer for the Pacific Gas and Electric Company, and G. L. Fox, Manager of the San Francisco Chamber's Industrial Department.

● **The opening of the plant** which has long had the interest of the San Francisco Chamber's Mining Committee was celebrated by ceremonies in the course of which addresses were delivered by Dr. R. S. Dean, Assistant Director of the Bureau of Mines, State Senator Oliver J. Carter, in behalf of the Redding Chamber of Commerce, Congressman Clair Engle and others.

The plant is located at Shasta Dam on the Sacramento River near Redding and provides facilities for testing ore deposits of northern California and adjacent areas to determine their value in production of high quality alloys by the process of the electric arc furnace. Operation of the furnace of the Herault type was commenced last week. It has a maximum holding capacity of approximately six tons and its power will be delivered over a direct line from the Shasta power plant.

The Mines and Reclamation Bureaus of the U. S. Department of the Interior have cooperated closely in making the plant possible.

Los Banos May Day Festival Renewed; Will Open May 1

Los Banos' historical May Day festival will be resumed May 1-5, after a four year lapse, according to an announcement by City Councilman Elge Mastrangelo, general chairman of the May Day festival committee.

● **Sponsored** by the Native Sons and Daughters of the Golden West, the general theme of the 1946 show will be in keeping with the Bear Flag year and the raising of the American flag in California in 1846.

● **Traditional features of the festival** will include a floral parade, league baseball, band concerts, picnic, torchlight parade and a county-wide children's day and parade.

Coupled with this year's show will be the valley's first west side fair designed as the Merced County Spring Fair and Livestock Show at Los Banos.

Bay Area Chapter NAA Will Meet March 28

A meeting of the full membership of the San Francisco Bay Area Chapter of the National Aeronautic Association has been set for Thursday, March 28, at 7:00 p.m. in the San Francisco Press Club.

● **To Develop Program**

In announcing the meeting, Ivar Akselsen, Chapter President, declared that the meeting will be for the purpose of developing a specific, concrete program by which the Chapter can "at least attempt to solve some of the pressing problems delaying development of civilian aviation throughout the Bay Area."

Through panel and floor reports and discussions scheduled for the meeting, Chapter members will have the opportunity of outlining an aviation legislation program for presentation to the California legislature.

● **Authorities on legislation** will be present and the program will cover every phase of aviation legislation, from airport zoning to taxation, licensing and state regulatory controls.

The meeting will also attempt to clarify and develop some solution for the presently "confused and chaotic" private airport situation in the Bay Area, according to Akselsen.

"The entire Bay Area," Akselsen declared, "is faced with a critical need for intelligent and sound planning in the development of private airports to meet the rapidly expanding needs of personal plane owners.

"Unless some order is brought to the present situation and the various communities and counties develop sound Master Airport Plans, this area will lose its potential as a nation-wide leader in every phase of aviation. Stimulation of such planning is an objective of the Bay Area Chapter of NAA."

● **Reservations for the meeting** should be made at once through Weldon Vance, First Vice President, at the Berkeley Chamber of Commerce, Berkeley.

Patents Seized From Enemy Now Available

Thousands of United States patents seized from enemy aliens during the war are now being licensed to American citizens by the Alien Property Custodian at a charge of $15 for each patent issued.

For this purpose the Custodian has opened a library at the Los Angeles Public Library, 530 South Hope Street, where a technical consultant is available for help in the examination and selection of patents.

• **The library's patents** cover mechanical and electrical articles and devices as well as chemical products and processes suitable for manufacture or use by plants of any size.

C of C Names 1946 Domestic Trade Group; Eastman is Head

Appointment of members of the 1946 Domestic Trade Committee of the San Francisco Chamber of Commerce has been announced by President Brayton Wilbur.

•**Carl J. Eastman,** vice president and Pacific Coast manager of N. W. Ayer & Son, Inc., will serve as chairman of the committee, while Vern A. Culver, manager of Chanslor & Lyon Company, will serve as vice chairman.

Members who have been named are:

H. V. Alward, The Bank of California, N. A.; Jackson D. Baker, The San Francisco Bank; D. F. Barthelmess, National Starch Products, Inc.; Jack Behrens, Western Merchandise Mart; F. E. Bodine, Westinghouse Electric Corporation; William K. Allen Ferguson, Reynolds Metal Company; Lloyd E. Graybiel, American Trust Company; B. E. Jordan, Sunset-McKee Company; Ronald E. Kaehler, San Francisco Stock Exchange; T. J. Kehane, Worthington Pump and Machinery Corporation; Albert J. Kessler, Albert Kessler & Company; Harold W. Kilpatrick, Kilpatrick's Bakery; Julius Marx, Haas Brothers; Frank T. Peach, Eng-Skell Company; Fred Pruter, Apparel City; J. A. Remick, A. A. Brown Co.; M. Rhine, General Electric Company; C. A. Rolley, Rolley Perfumes; E. R. Rosentrater, Kroehler Manufacturing Co.; Frank K. Runyan, Western Merchandise Mart; and George J. Seebe, Adolph Blaich, Inc.

Factory Development Talk at Martinez

Martinez industrial development was the subject of an address delivered this week before members of the Martinez Chamber of Commerce by G. L. Fox, Manager of the San Francisco Chamber's Industrial Department.

• **Phenomenal gains** in industrial development experienced throughout the Bay Area were reviewed by Fox who outlined a plan whereby attractive factory site property in the Contra Costa County seat may be developed.

S. F. PASSENGER TRIPS HIT 160 MILLION IN 1945

There were approximately 160 million passenger trips made to and from San Francisco through the Peninsula, East Bay and North Bay gateways during 1945, according to a report released by the Chamber.

Exclusive of water-borne arrivals and departures, this is an average daily of 438,000 separate trips or 219,000 two-way trips.

Over one-half or 53.5 per cent of these trips were through the East Bay gateway over the Bay Bridge, including passenger trips to Treasure Island, while 36.2 per cent were made through the Peninsula gateways and 10.3 per cent through the North Bay via the Golden Gate Bridge.

• **Peninsula gateways** accounted for 49 per cent of the vehicular passengers and 17 per cent of the interurban transit passengers, while the East Bay accounted for 41 per cent of the vehicular passengers and 73 per cent of the interurban transit passengers, and the North Bay 10 per cent of the vehicular passengers and 10 per cent of the interurban transit passengers.

Many of the passenger trips during a large part of 1945 were influenced by the war activities concentrated at numerous large bases in the Bay Area. While the pattern revealed by these trips for the past year is not necessarily representative of an average condition, it serves to show the extent of the passenger trips in and out of San Francisco through the several gateways.

Daily average passenger trips and additional details of the study are presented in the accompanying table.

PASSENGER MOVEMENTS TO AND FROM SAN FRANCISCO DURING 1945 THROUGH THE PENINSULA, EAST BAY, AND NORTH BAY GATEWAYS*

I—1945 ANNUAL TOTALS AND DAILY AVERAGES

Gateways	PASSENGER MOVEMENTS		
	Annual Total	Daily Average (Separate Trips)	Daily Average (2-way Trips)
San Francisco Peninsula..	57,545,000	157,658	78,829
East Bay (Bay Bridge) (a)	85,868,000	235,255	117,627
North Bay (Golden Gate Bridge)...	16,440,000	45,041	22,520
Total	159,853,000	437,954	218,976

a) Includes 10,870,000 government toll free passengers—Treasure Island and other Bay Area points, and is the equivalent of 29,781 separate trips or 14,890 2-way trips.

II—DISTRIBUTION BY TYPES OF TRANSPORTATION

Gateways	ANNUAL			DAILY AVERAGE		
	Number Passengers Via		Number Vehicles	Number Passengers Via		Number Vehicles
	Interurban Transit	Vehicles		Interurban Transit	Vehicles	
San Francisco Peninsula	11,555,000	45,990,000	26,280,000	31,658	126,000	72,000
East Bay (Bay Bridge)	47,144,000	38,724,000	22,128,000	129,162	106,093	60,625
North Bay (Golden Gate Bridge)....	6,360,000	10,080,000	5,760,000	17,425	27,616	15,780
Total Separate Trips	65,059,000	94,794,000	54,168,000	178,245 (437,954)	259,709	148,405
Total 2-way Trips	32,529,500	47,397,000	27,084,000	89,122 (218,976)	129,854	74,202

*Includes Treasure Island passenger movements though actually in San Francisco.

Chamber Board Takes Action on Canning Industry Dispute

Any interference with the production, processing and distribution of food products by jurisdictional disputes is against the common interests and future welfare of all people, the Board of Directors of the San Francisco Chamber of Commerce declared in a resolution adopted last week on recommendation of the Chamber's Agricultural Committee.

• **The resolution** follows:

"WHEREAS, the farmers of California produce approximately 12 per cent of the field crops, fruits and vegetables grown in the United States; and

"WHEREAS, the food processors of California can approximately 29 per cent of all canned fruits in the United States and 12 per cent of all vegetables; and

"WHEREAS, this total is most necessary for the health and well-being of the peoples of the world; and

"WHEREAS, in the processing plants of California there is now and has been for some time, a jurisdictional dispute between two labor factions; and

"WHEREAS, this dispute is not based on wages, hours or working conditions or in dispute with any employer or employer group; and

"WHEREAS, the farmers of this State have complied with all the requests of the Federal Government regarding an all out program of production; and

"WHEREAS, many farmers have their entire capital tied up in these growing crops and are in no way a party to this dispute; and

"WHEREAS, a continuation of this outrageous condition threatens the health of the people not only of our own country but the health of all people;

"NOW, THEREFORE, BE IT RESOLVED that any interference with the production, processing and distribution of food products by jurisdictional disputes or other unwarranted labor activities is against the common interests and future welfare of all people."

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 70 and refer to the Trade Tip's number. Asterisks indicate that names and addresses of references are on file.

EXPORT

4831 CHINA—J. A. Thompson & Co., care of Tai Wo & Co., 61 Nanking Rd., Room 104, Shanghai, wants second-hand motorcars, motorcycles and motor scooters, not older than 1938-1940 models. Also wants air-conditioning units for offices and houses, hand or foot-operated badge-making machine.

4832 HONG KONG—Kenworth Trading Co., Pedder Building, Hong Kong, wants tinplates, size 20-28; yellow metal; paraffine wax amber; sugar; milk.

4833 SWEDEN—Safa, Jarnvagsgatan 38, Sundbyberg, wants textiles of all kinds. For further particulars, contact Royal Consulate General of Sweden, 64 Pine Street, San Francisco 11, California.

***4834 COLOMBIA**—Gonzalo Gonzales-Rubio, Apartado Correo Aero 758, Barranquilla, wants mild steel flat bars, mild steel Zee bars galvanized corrugated iron sheets, plain galvanized iron sheets, standard common soft galvanized iron wire. Please send copy of replies to Mr. G. L. Wilder, Hotel Astor, Bogota, Colombia. Full particulars at World Trade Department.

***4835 PUERTO RICO**—Gautier Multigraph Bureau, P.O. Box 2683, San Juan 12, wants mimeographing paper, ink, printing and mimeographing inks, office supplies in general.

4836 MEXICO—Camara Nacional de Comercio de Torreon, Apartado Postal 104, Torreon, Coah., on behalf of members, wishes to hear from manufacturers of machinery for making biscuits, paste, macaroni.

***4837 CHINA**—Lung Tai Trading Company, No. 5 Chi Hsing Li, Roosevelt Road, Tientsin, wants flour, dyes, metals, groceries, draperies, etc. Interested in representations.

4838 AUSTRIA—Adolf Stogmuller, Postfach 313, Linz, Oberdonau, wants fish, meat and bone meals, all kinds animal and vegetable fodders, oilcake.

***4839 IRAQ**—Nadhem Yacoub Dellal, 8/41 Mustansir Street, Baghdad, wants cotton piece goods, underwear, rayon piece goods, woolen piece goods, building materials, sanitary wares, stationery, plywood, haberdashery, enamel wares, cigarette paper, electrical materials, leather and shoes.

4840 ARGENTINA—Adolfo Hernandez, Montevideo 59, Buenos Aires, wants rubber sheeting; cotton, silk and rayon yarn; poplins; shirting; carpets and tapestry.

4841 ECUADOR—P. M. Suarez C., P.O. Box 1176, Guayaquil, wants one or two ships of 500 or 600 tons for coast-wise service.

IMPORT

4842 CHINA—Moeng Po Manufacturers & Co., 901 Rue Amiral Bayle, Shanghai, offer checked calico, silk textiles, hemp textile, porcelain ware. Samples of textiles at World Trade Department. Firm also desires to act as sales agent for articles exported from United States.

4843 ITALY—Carlo Giubelli, Via Vittorio Emanuele, Calle Corrente No. 4118, Venice, offers leather goods. Catalogue for Consultation at World Trade Department.

4844 FRANCE—Charles Bidard, 32 Rue Croix-des-Petits-Champs, Paris I, offers cognac, flower essences, perfumes.

4845 ITALY—Alessandro Colombo, Via Trebbia N. 29, Milano, offers decorated pottery, hand-painted pottery and china, wooden and straw articles, ironmongery, trifles, trinkets, mosaics, cameos, filigree, statuettes, alabaster works, unbaked pottery, wooden statuettes from Alto Adige.

4846 ARGENTINA—Import & Export Service Bureau, Casilla de Correo 2614, Buenos Aires, offers dairy products, honey, candies, hair and brushes, shaving brushes, felt hats, animal by-products, fertilizers and feeds, hides, furs, seeds. Also interested in importing.

4847 EGYPT—G. Valendi & Co., Boite Postale 103, Port Said, offers trocas, henna leaves and powder, senna leaves, arabic gum, hides and skins, incense, spices.

4848 HONG KONG—Lee Yen & Company, G.P.O. Box No. 275, Hong Kong, offer cassia, ducks' feathers, preserved ginger, etc.

4849 NIGERIA—G. F. Aina & Bros., P.O. Box 671, Lagos, offer chillies pepper, black pepper, dried kola nuts, beeswax, ginger, tobacco leaf, tanned sheep skins, lizard skins, python skins. Prices and details at World Trade Department.

4850 CANADA—Western Fur Company, Montreal 2, offers raw and dressed furs, hides, skins and allied lines. Interested in appointing broker here to represent them in this territory.

REPRESENTATION

***4851 PHILIPPINES**—Marcellino Pablo of the Insular Commercial Corp., 309 Monte de Piedad Bldg., Manila, wishes to represent manufacturers of radios, textiles, hardware, building materials. Interested firms may contact Mr. Pablo's daughter, Miss Anita Pablo, who has full knowledge of the business, at 6578 Chabot Road, Oakland 11, California.

4852 HAWAII—Albert Lambert, 215-A Liliuokalani Avenue, Honolulu, T.H., wants evaporated milk, canned fish, canned meats, fresh citrus fruits, apples, potatoes, onions, fresh frozen fruits and vegetables, canned fruits and vegetables jams and jellies, pickles, mayonnaise and other specialties.

4853 EL SALVADOR—C. L. Villafranca, Apartado Postal No. 427, San Salvador, wants canned sardines, meats, fruits, fresh fruits.

4854 FRANCE—E. Billoudet, 5 Rue Pizay, Lyon, is specialized silk buyer, would like to act as buying agent for West Coast firms.

4855 CHINA—A. A. Matkovsky, care of American Express Co., 649 Fifth Avenue, New York, desires to make connections and obtain agencies from various American manufacturers interested in China market.

***4856 SYRIA**—Hugo Barkan, Poste Restante, Aleppo, wants agricultural machines and tractors, small motor cars.

4857 FRANCE—Paul Jeanson, Moulin de Roudon, par Meung-Sur-Loire, wants food products.

4858 BELGIUM—Georges Devos, Rue des Allies 72, Verviers, wants food products.

4859 CANADA—The Valley City Manufacturing Company, Limited, Dundas, Ontario, wants to act as jobbers for American manufacturers. Specializes in woodwork.

4860 BELGIUM—de York & Co., Mr. Faeshuys Ivo, 10 rue des Soeurs blanches, Ostend, want agencies for any merchandise.

4861 NORWAY—D. Stoltz, Postbox 5, Trondhjem, wants all sorts agencies, especially dried and canned fruits.

4862 CHILE—Basilio Giron y Caballero, Casilla 879, Antofagasta, wants all lines of general merchandise fnr representation in Chile, and other West Coast South American countries.

IMPORT-EXPORT

***4863 BRAZIL**—Brederodes Costa & Cia., Caixa Postal 249, Recife, want any kind of goods, preferably machinery. Offer Brazilian products.

4864 FRANCE—R. W. Guerin-Lese, Fouras, wants to act as buying agent for French china, glass and silver wares. Wants to represent suppliers of canned foods, fruits, vegetables, dried fruits, all sorts of foodstuffs.

***4865 CHINA**—Union Trading Company, Ltd., 52 Yen Yao Hutung, East City, Peiping, wants textiles, stationery, canned foods, toiletries, leather goods, clothing, foodstuffs, hardware, electrical supplies, sundries. Also wants second-hand automobiles, trucks, typewriters, sewing machines, clothing, etc. Offers brassware, copperware, cloisonne, cinnabar, lacquerware, stone carvings, semi-precious stones, semi-antique objects, porcelain, silks, embroideries, fur garments, kidskins, caracul plates, walnuts, ground-nuts, bristles, Chinese vermicelli, etc.

***4866 NICARAGUA**—Compania Exportadora Nicaraguense, Apartado Postal No. 152, Managua, offers crushed bone; vegetable ash, with and without potassium. Wants complete plant for manufacture of soap (potassium base); bone crushing machinery; rosin; sulphuric acid; ash-processing machinery.

4867 BRAZIL—Deicmar Reunidas, Caixa Postal 3666, Sao Paulo, seeks import-export connections with U. S. firms.

4868 COSTA RICA—Productos Panamericanos, Apartado 667, San Jose, wants machinery for the manufacture of yucca starch and tapioca. Would like to export yucca starch and tapioca.

4869 PHILIPPINES—World Wide Commercial Co., 224 M. Earshaw St., Manila, wants representations. Wants to appoint agent here for sale of ramie and abaca fibres, lumber, native novelties, other products.

SPECIAL NOTICE

***4870 AUSTRALIA**—Sonnerdale Pty. Limited, 3-15 Bridge Road, Stanmore, N.S.W., wishes to make contact with American manufacturers interested in having their products manufactured in Australia either under license or on a royalty basis.

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DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6294—PERFECTING SERVICE CO., 6140 Cottage Grove, Chicago 37, Illinois, seeking a representative in San Francisco for their rotary union and flexible metal hose. Commission basis, accounts to be carried by the company. Contact industrial plants in engineering or steam specialty lines.

D-6295—E & S DISTRIBUTING CO., 4426 California Ave., Seattle 6, Washington, looking for a jobber to handle their circulating fan in Northern California. Deliveries being made in substantial quantities now.

D-6296—LASTIKPLI LABORATORIES, 169 West Wacker Drive, Chicago 1, Illinois, would like a distributor or jobber for their linoleum lacquer.

D-6297—ASSOCIATED PRODUCTS CO., P. O. Box 2845, Dallas 1, Texas, seeking a distributor for their chemically impregnated cloth and liquid chemical which prevents fogging or misting. Outlets will be optical supply, drug store supply, variety store and auto supply firms.

D-6298—MR. L. H. NELSEN, 7747-27 N. W. Seattle 7, Washington, would like to contact any manufacturing concern that needs an agent or a product that can be handled from door to door.

D-6299—BURTON & BURTON, 357 South Hill Street, Los Angeles 13, California, looking for a sales representative for their chemical cleaners and germicide.

D-6300—NEW JERSEY ENAMELING CORP., 373 Broad Street, Newark 2, New Jersey, interested in representing local manufacturers in Newark. Can furnish engineering as well as sales and administration of accounts.

D-6301—MR. EMIL P. IMHOFF, 4972 Ivanhoe Avenue, Detroit 4, Michigan, would like to represent Western manufacturers in the Middlewest or Eastern territory. Have a sales force with experience.

D-6302—MR. T. J. McDERMOTT, 106 Cabrini Blvd., New York City 33, New York, interested in representing San Francisco manufacturers in the Metropolitan New York area.

D-6303—MR. THEO SEMI, 4630 Saloma Avenue, Sherman Oaks, California, would like to act as a sales representative. Free to travel in California or elsewhere.

D-6304—MR. JOE B. KING, 2262 Central Avenue, Memphis, Tennessee, seeking lines from local manufacturers to represent them in the South. Also is desirous of getting lines for his wife, such as gift items, jewelry, leather goods, or California styled ladies' sportswear.

D-6305—MR. E. H. FRANKEL, 1302 Seneca Street, Seattle, Washington, interested in representing San Francisco manufacturers of furniture, novelties, men's or children's wear, in Washington and Alaska.

D-6306—MR. ERNEST M. EVERETT, 1615 Thayer Avenue, Los Angeles 24, California, looking for a wholesaler or distributor for their BX cable strap. Deliveries can be made in four to six weeks.

TWA Now Compiling Foreign Trade Index

An Index of Foreign Trade Opportunities is now being compiled by the local office of Transcontinental & Western Air, Inc., through the facilities of TWA's International Division.

• **Information in the Index** will cover Europe, the Middle East and the Mediterranean Areas.

Details include products offered for export to the United States and names and addresses of firms which are interested in importing products from the United States.

Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, March 28, 1946 | Number 13

C of C Issues Survey to Recruit Industry

Frank Bodine Will Head 1946 C of C Membership Campaign, May 14-17

A concerted drive to enlist new members for the San Francisco Chamber of Commerce was announced today with Frank E. Bodine, San Francisco manager, Westinghouse Electric Corporation, as chairman.

• **The campaign is set** for May 14 through May 17.

With its incentive an accelerated program of areawide promotion and advertising to capture new industries and new markets for this area, the San Francisco Chamber is aiming at building up a greatly increased financial support and manpower to enable it to carry out this expanded program.

"The time has come when we must consolidate the phenomenal gains this community made during the war," President Brayton Wilbur declared in announcing Bodine's appointment as chairman of the drive.

"The San Francisco Chamber of Commerce, as the arm of the community, holds the tools for initiating this campaign and carrying it through successfully.

"Such an undertaking, however, requires teamwork and the financial and personal support of every businessman in this community.

"To sell every member of the community on the job the Chamber will do for business and industry in this area, volunteer Chamber members will go out into the field, beginning May 14, to canvass the city for more backers of the Chamber's big drive.

"To head up this selling campaign, we are fortunate to have Frank Bodine. His ability and enthusiasm will do much to enlist new friends for the Chamber."

FRANK E. BODINE
To Head Up Selling Campaign

Immediate Sale of Geneva Plant Urged

Earliest possible sale of the government-owned steel plant at Geneva, Utah, is urged by the Board of Directors of the San Francisco Chamber of Commerce upon recommendation of the Chamber's Manufacturers Committee and Iron and Steel Section.

Opening of bids for the disposal of the Geneva steel plant had been originally scheduled for March 1, subsequently deferred until April 1 and more recently postponed to May 1.

•**In urging immediate sale** of the plant, the Board reaffirmed the position taken previously by the Western States Council in advocating earliest possible sale to the highest responsible bidder, a disposal price consistent with prospective earning power and the establishment of a pricing policy by the favorable bidder that would assure supplies of steel for western fabricators under competitive conditions.

Publication of the first comprehensive survey of San Francisco Bay Region industrial location factors in over fifteen years is announced by the San Francisco Chamber of Commerce.

• **The Survey publication** spearheads a concerted drive by the Chamber to bring new industry into the Bay Region through canvassing prospective manufacturers in other parts of the country.

Produced at a cost of over $20,000 and published in three colors, the 38 page brochure is profusely illustrated with photographs, maps, charts, graphs and diagrams. It is titled, "The San Francisco Bay Region as a Factory Location."

• **Main use of the survey** will be in sales presentations to prospective new Bay Region industries but it will also be employed in area advertising and publicity work.

The survey brings out that there are over 4,500 diversified factories in the area, shows the advantages of the twelve county area for small as well as large plants.

It gives a wealth of detail on such matters as environment, geography, transportation, materials, markets, labor, sites and buildings, power and fuel, water, capital and credit, taxes, and waste disposal and drainage. These are factors of prime importance to the location of new industry.

• **Fifteen Charts,** 11 maps, 13 tables, and over a hundred photographs are included in the brochure.

"This survey is the most effective answer to those who have not realized how far the Bay Region has shot ahead of the rest of the country," observed Alfred H. Meyer, chairman of the Chamber's Industrial Committee.

"It is an objective and thorough appraisal of the region which was made, using the facilities of a dozen Chamber departments. It has been nearly two years in preparation and represents the most accurate compilation of data obtainable to date."

• **The survey was prepared and produced** under direction of G. L. Fox, manager of the Industrial Department of the Chamber, with assistance of other Chamber departments in related business fields such as domestic trade, world trade, agriculture, transportation, retail merchants, and aviation. Facts and figures were collated from these departments, from official sources, and from the Chamber's research division. The publicity department assisted on copy and layout.

"This brochure is an example of team work at its best," Louis B. Lundborg, Chamber General Manager, commented, "but its prime importance is the documentation it gives to our story of Bay Region industrial growth and progress."

The survey is being distributed to prospective new industries, advertising agencies, newspapers, and magazines as part of the Chamber's campaign to promote the area on the widest possible basis.

"This survey is our heavy artillery," Lundborg said, "and its facts and figures our pre-invasion barrage to capture new industries and new markets for the San Francisco Bay Region."

The San Francisco News
(A SCRIPPS-HOWARD NEWSPAPER)

SAN FRANCISCO, THURSDAY, MARCH 21, 1946

TODAY'S *Story Of Tomorrow's Job*

S. F. Bay Area Goes After 1200 Industries

BY ROBERT C. ELLIOTT
The News Industrial Editor

San Francisco Bay Area is concentrating directly on selling 1200 companies the advantages of locating new factories or branches here. Two hundred firms are reported the hottest prospects, since they are actively surveying West Coast industrial sites. Today the San Francisco Chamber of Commerce revealed a comprehensive survey, "The Bay Region as a Factory Location," which it called the first such roundup in more than 15 years.

It announced a redoubled drive to bring in prospective manufacturers from other parts of the country, starting with the 1200 likeliest ones.

The chamber invested $20,000 in publishing a three-color, "38-page" brochure, studded with photographs, maps and charts.

This survey takes the Bay Area-wide approach, rather than a limited, shortsighted local angle, and hammers away at the facts to interest manufacturers and distributors in all the 12 counties tributary to the Bay.

* * *

Alfred H Meyer, outstanding wholesaler, chairman of the chamber's industrial development committee, and **G. Lewis Fox**, manager of the industrial department, spearhead the intensive campaign to be waged at this propitious time, when so many of the "Who's Who" of American industrialists are recoptemplating decentralizing manufacturing into the West.

Six main divisions of industries are singled out for immediate organized efforts at Bay Area expansions. In these six fields, special expert civic committees are set up, and here are their objectives:

Iron and Steel—Aim: to increase the volume and variety of Bay Area fabrication; to maintain a permanent basic Western steel industry meaning the 300-million-dollar Geneva, Utah, and Kaiser Fontana steel plants), and to improve availability of steel here.

Apparel and Textiles—Backing is given the development of a California textile mill (to use San Joaquin cotton) and to expand the apparel industry (which is really going places in the planning of San Francisco Apparel City). Chairmen is D. E. Koshland.

Electronics—Greater Bay Area manufacture is sought of electronic products and supplies as well as use of technical developments. Chairman—G. C. Tenney.

Plastics—Opportunities are found for more raw material and plastic goods manufacture here. Chairman—R. C. Gray.

Non-ferrous Metals—Increased Bay Area fabrication of Western-produced aluminum, copper, magnesium and other metals is to be promoted. Chairmen—E. L. Mathy.

Mining—Objectives: Development of "the world's largest natural gas reserves in the Bay Area (Rio Vista) and petroleum; increasing of mineral processing in the Bay Area; support to the gold industry. Chairman—George B. Dodge.

* * *

Roland Tognazzini, sugar manufacturer, heads a manufacturers' committee that will be a clearing house for all kinds of problems facing Bay Area industries.

J. F. Barrett heads a sites and building committee that will help find factory locations, under present "tight" conditions.

E. R. Browne is chairman of a special projects committee that will work with the University of California and Stanford, and vocational education, personnel counseling, Central Valley Project, state and national legislation.

* * *

"The factory survey is the most effective answer to those who have not realized how far the Bay Area has shot ahead of the rest of the country," Mr. Meyer said.

"It has taken nearly two years, utilizing the facilities of a dozen chamber departments, to make the accurate compilation.

"The brochure is an example of teamwork at its best," declared **Louis B. Lundborg**, chamber manager.

The paid staff aiding Mr Fox in the drive include L. M. Holland, industriel engineer; Ballard White, analyst; three secretaries, and other chamber departments.

* * *

Industrial opportunities of tremendous proportions are indicated in the survey.

San Francisco is called, quoting Fortune magazine, "the youngest of the world's truly cosmopolitan cities."

Since it's indicated the Bay Area doesn't need take a back seat to Los Angeles, for: The six-county San Francisco Metropolitan District (or Congested Production Area), since 1940, "has had the greatest population growth of any corresponding region in the United States—a gain of 60 per cent to 2,044,613 population." The area has 3314 square miles, against 4071 square miles in Los Angeles County; yet it gained 582,869 people, against L. A County's 463,489.

The area has more than 4500 highly diversified industries.

However, big gaps are discovered in manufacturing here, which new industries are invited to fill, since manufacturing has not caught up with available raw materials, the growing markets and influx of skilled workers.

* * *

Strategic, geographic advantages of doing business or manufacturing in the Bay Area are piled up in impressive array:

San Francisco is the central place for selling goods to 16,350,000 customers in the 11 Western states, to "the astounding Pacific populations hungry for American goods and wares": it has "a multiplicity of railroads and one of the earth's greatest harbors": it is the West's financial metropolis.

The Chamber of Commerce asserts flatly, "Labor relations are on a healthy footing. Problems just now being faced elsewhere were met and settled in San Francisco years before the war. . . . Since 1940, wage rates in other places have tended to equalize with those in this region."

The chamber has blueprinted advantages to be capitalized on which few, if any, regions of the world could exceed today. Full-steam promotion could accomplish amazing gains in commerce, industry and foreign trade in the next 10 dynamic years!

ALFRED H. MEYER
Heads drive to sell 1200 companies on locating in Bay Area, as San Francisco Chamber of Commerce industrial committee chairman.

San Francisco Examiner 28
Friday, March 22 1946
CCCC

C. OF C. OPENS DRIVE FOR NEW S.F. INDUSTRIES

Mail Brochure on Opportunities To Prospective Investors

The San Francisco Chamber of Commerce yesterday launched a giant industrial development campaign with the declaration that the Bay area "has innumerable opportunities for factories that may locate and operate here to greater advantage than anywhere else."

Produced at a cost of more than $20,000, a thirty-eight page brochure supporting the chamber's contention was being mailed out by the thousand yesterday to owners of prospective new Bay region industries.

BOOMS CITED.

The survey brings out there are over 4,500 diversified factories in this area, and shows the advantages of the twelve county area for small as well as large plants.

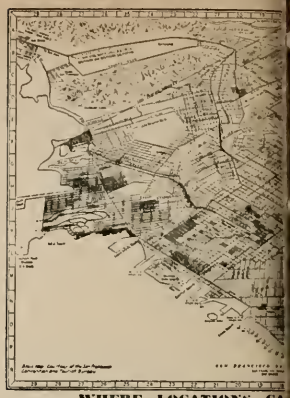
"This survey is the most effective answer to those who have not realized how far the Bay region has shot ahead of the rest of the country," declared Alfred H. Meyer, chairman of the chamber's industrial committee.

VITAL FACTS.

Important facts about materials, markets, labor, sites, buildings, power and fuel, water, capital and credit, taxes and transportation are presented for the guidance of the industrialist wanting to locate here.

"Our basic theme," said Meyer, "is that the San Francisco Bay region is the best location for many factories to make things better for more people at less cost."

C. of C. Launches



WHERE LOCATIONS CA

The map shown above is a double page spread in the brochure comprising the first detailed survey of San Francisco's industrial location advantages made in the past fifteen years. Some 10 000 copies of this brochure are being published by the Chamber of Commerce under the title of "The San Francisco Region as a Factory Location." These will be used in an intensified campaign to bring perma-

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The San Francisco Chamber of Commerce today announced a new and intensified campaign to bring permanent, postwar industry to the bay area.

At the same time, it announced publication of 10 000 copies of an elaborate detailed brochure comprising the first comprehensive survey of the area's industrial location advantages.

DEVELOP IDEAS, PLANS

Chamber of Commerce officials at a press conference this morning announced determination to develop ideas and plans to aid in developing the eleven-county area by encouraging:

1. **Expansion of existing factories.**
2. **Conversion of war plants.**
3. **Establishment of branch plants.**
4. **The creation of new opportunities through projects based on inventions.**

At the press conference were Louis B Lundborg, general manager of the chamber, G Lewis Fox, manager of the industrial department; Alfred H Meyer, chairman of the industrial committee, and C P Tanner, assistant manager of the chamber.

STEEL AND TEXTILES

The group said they are particularly interested in encouraging the establishment of factories for the fabrication of steel and textiles in this area. They pointed out also the bay area is "the natural spearhead" for trade with the Orient and the Latin countries.

The committee announced that personal representatives will be placed in the East when conditions permit to personally "sell the program to industrials there."

Summing up the situation, Meyer said the Chamber foresees "unprecedented development and

CHAMBER RELEAS

Left to right: G. Lewis Fox, Manager, merce; Hon. Thomas A. Brooks, Chief H. Meyer, Chairman, Industrial Com Fox are shown after presentation to Br survey of "The San Francisco Bay Re new industries for the Bay Area.

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south of Market street. The Chamber of Commerce
affiliate, in issuing the brochure, announced that
their organization is determined to develop the en-
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plants, by seeking establishment of branch plants
and by the creation of new opportunities through
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"It has been nearly two years
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Describing the publication
Lundborg said, "This survey is
our heavy artillery. Its facts and
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rage to capture new industries
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The survey was prepared and
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aviation.

BULLETIN

March 21, 1946 —DOuglas 7070

USTRIAL SURVEY

nent, San Francisco Chamber of Com-
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y of the San Francisco Chamber's new
eation," which launches a drive to get

SAN FRANCISCO CHRONICLE, FRIDAY, MAR. 22, 1946

New Industry Drive
Chamber Surveys Bay Area

By BEN CRISMAN

A concerted drive to convince national industry that the San Francisco Bay Area is their promised land was launched yesterday by the publication of a 38-page fact-packed industrial survey by the San Francisco Chamber of Commerce. This frankly "plant baiting" study covers the area from sugar to steel, from raw material to markets.

Entitled "The San Francisco Bay Region as a Factory Location," the 10,000 copies of the pamphlet now available are being distributed to prospective new industries, advertising agencies and magazines. According to Louis B. Lundborg, general manager of the Chamber, "It is our heavy artillery, and its facts and figures our pre-invasion barrage to capture new industries and new markets for the San Francisco Bay Region."

It is also to be used as a spearhead for an advertising campaign dedicated to the proposition that The San Francisco Bay Region is the best location for many factories to make things better for more people at less cost."

The survey, which was prepared and produced under the able direction of G. L. Fox, manager of the industrial department of the chamber, is not a rosy glowing picture of the Golden Gate. It is a factual pattern of our industrial potential.

With the pattern in hand local and national business men can judge for themselves whether or no the Bay Area offers them new business opportunities.

It will also help the newly expanded industrial department of the chamber fit our wartime expansion into a peacetime groove. According to Fox we have five sources of new industrial growth:

1—Expansion of existing plants.

2—Conversion of war plants to new products.

3—Attraction of branch plants of national manufacturers.

4—New processing developments of local raw materials.

5—New inventions.

The industrial department of the chamber has been expanded in scope and in personnel to meet our increased industrial needs. Besides policy, manufacturers advisory and mining committees the department has created special development committees to concentrate on six immediate manufacturing projects.

Iron and Steel: To promulgate a permanent Western steel industry.

Apparel and Textiles: To develop California textile mills and to expand the apparel industry.

Electronics: To start production of new devices in this field, which is especially important to our food processing industry.

Nonferrous Metals: To increase the availability of aluminum, copper, magnesium and other metals to increase fabrication of these products in the area.

Plastics: To expand plastic goods production in the Bay Region.

Sites and Buildings: To find homes for these new industries.

In his statement to the press Fox points out that the Western States represent 15 per cent of the Nation's market. The report states that:

Since 1940, the six-county Metropolitan District of 3314 square miles has had the greatest population growth of any corresponding area in the United States approximately a 40 per cent rise.

With this market and this manpower he stated, the Bay Area can offer the solid base of an enlarged and balanced economy with an increasing number of jobs at the factory level and a fundamental basis for a truly Western industrial pattern. The basic report that was issued yesterday is an excellent point of departure for the attainment of these goals.

chamber to bring new industry into the Bay region through canvassing prospective manufacturers in other parts of the country.

Produced at a cost of over $20,000 and published in three colors the 38-page brochure is profusely illustrated with photographs, maps, charts, graphs and diagrams. It is titled, "The San Francisco Bay Region as a Factory Location."

Main use of the survey will be in sales presentations to prospective new Bay region industries but it will also be employed in area advertising and publicity work.

4,500 Factories in Area

The survey brings out that there are over 4,500 diversified factories in the area, shows the advantages of the twelve county area for small as well as large plants. It gives a wealth of detail on such matters as environment, geography, transportation, materials, markets, labor, sites and buildings, power and fuel, water, capitol and credit, taxes, and waste disposal and drainage. These are factors of prime importance to the location of new industry.

Fifteen charts, 11 maps, 13 tables and over a hundred photographs are included in the brochure.

"This survey is the most effective answer to those who have not realized how far the Bay region has shot ahead of the rest of the country," observed Alfred H. Meyer chairman of the chamber's industrial committee.

Two Years in Preparation

It is an objective and thorough appraisal of the region which was made by using the facilities of a dozen chamber departments. It has been nearly two years in preparation and represents the most accurate compilation of data obtainable to date.

The survey was prepared and produced under direction of G. L. Fox manager of the industrial department of the chamber, with assistance of other chamber departments, in related business fields such as domestic trade, world trade, agriculture, transportation, retail merchants, and aviation. Facts and figures were collated from these departments, from official sources, and from the chamber's research division. The publicity department assisted on copy and layout.

Four Objectives

Addressing representatives of the press, G. L. Fox said the campaign to bring new industry to the Bay region aims at (1) expansion of the business already established in this area, (2) attracting new industries to supply those materials which are needed by the plants in operation here, (3) attracting branch factories of national concerns, (4) attracting industries of new fields not active in the San Francisco area as yet.

Illustrating the last point, G. L. Fox said that there is a field for textile industry in this region. Forty-eight per cent of the nation's wool is produced in the 11 Western states, he said, of which the west coast part is passing through San Francisco. This, surely, should be a sound basis for development of a local textile industry.

"Our Heavy Artillery"

This brochure is an example of team work at its best. Louis B. Lundborg, chamber general manager, commented, but its prime importance is the documentation it gives to our story of Bay region industrial growth and progress." Ten thousand copies of the survey are being distributed to prospective new industries, advertising agencies, newspapers, and magazines as part of the chamber's campaign to promote the area on the widest possible basis.

This arises in our heavy artillery, Lundborg said, and its facts and figure our pre-invasion barrage to capture new industries and new markets for the San Francisco Bay region.

Daily Commercial News

OLDEST BUSINESS NEWSPAPER IN THE WEST — SINCE 1875
Published Daily Except Saturdays, Sundays and Legal Holidays
A GENERAL NEWSPAPER
Friday, March 22, 1946.

Drive to Get New Bay Area Industries Spearheaded by S. F. Chamber Survey

First Comprehensive Study Made of Plant Location Factors in More Than 15 Years; Textile Field Presents Possibilities

San Francisco wants more industries.

Publication of the first comprehensive survey of San Francisco Bay region industrial location factors in over fifteen years was announced yesterday by the San Francisco Chamber of Commerce.

The survey publication spearheads a concerted drive by the

February Industrial Expansion . . .

By the Chamber's Industrial Department

Over $10,300,000 will be invested in Northern California industrial development projects representing 63 new plants and 51 expansions announced for February by the San Francisco Chamber's Industrial Department.

This exceeds by nearly $2,000,000 projects announced for the area during February 1945, when only 24 new ventures and 19 expansions were tabulated for total of $8,611,700

● **Total 1946 developments** up to March 1 amount to 212 projects with outlays of $18,647,800, greatly exceeding total developments for the same period last year when 85 projects were listed with total expenditures of $12-071,000.

● **Bay Area (12 County) tabulations** for February 1946 account for 49 of the new ventures costing approximately $3,544,800 and 43 expansions of existing plants to require about $3,930,000, for a total of 92 announcements and $7,474,800 in expenditures.

This is more than double the expansion recorded for the Bay Area for February 1945 when only 33 projects were announced with outlays of $3,562,700.

● **San Francisco developments** for last month were as follows: 22 expansions costing $792,000 and providing 111 jobs; 9 new plants costing $445,000 and providing 117 jobs; for a total of 31 new plants and expansions costing $1,237,000 and providing 228 new jobs.

Among the new developments announced for February for San Francisco and the Bay Area are:

● **Marlo Packing Corporation**—E. Phelps & Newhall Avenue, San Francisco, is building new $145,000 plant for expansion of food processing facilities.

● **Shaw Candy Company**—will revise plans for new 2-story candy factory on Ocean Avenue, between 19th & Juniper, San Francisco.

● **F. Nigra Company**—leased building at 309 Minna Street, San Francisco, and is now manufacturing cigarette lighters. Company will eventually add new lines and will employ 25.

● **Allied Mining Machines, Inc.**—San Francisco, is a new corporation which will manufacture ore mills and other mining equipment. Plant site is not yet located.

● **California Wool Growers Association**—595 Mission Street, San Francisco, has awarded contract for construction of $50,000 reinforced concrete industrial building.

● **Mllo Coffee Company**—Harrison near 4th, San Francisco, will erect new $50,000 plant in near future.

● **Zellerbach Paper Company**—announced construction of a new $350,000 plant on a ten-acre site in the Industrial Park area, Sacramento.

● **Liberty Wlnery**—Lodi, San Joaquin County, started construction on new $375,000, 15,000 ton capacity winery.

● **Shell Chemical Corp.**—announced $1,-000,000 expansion of Shell Point Plant near Pittsburg, to double output of ammonia and ammonium sulphate.

● **Spreckels Sugar Company**—will modernize and reopen plant at Manteca, San Joaquin County.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting Monday, March 25, was:

Herbert V. Alward, member, San Francisco Chamber Board.

Members of Chamber's Naval Affairs Committee Appointed

Appointment of members of the 1946 Naval Affairs Committee of the San Francisco Chamber of Commerce has been announced by President Brayton Wilbur.

● **Chairman of the group** is Richard D. Brigham, vice president, Anglo-California National Bank, and a director of the Chamber.

Members of the committee are:

Belford G. Brown, The San Francisco Bank; Warren Burke, United Air Lines; Thomas Coakley, chairman of the Board of State Harbor Commissioners; Leland W. Cutler, Fidelity & Deposit Company; A. J. Dickie, Pacific Marine Review; Marshall Dill, importer-exporter; Hugh Gallagher, Matson Navigation Company; Chalmers G. Graham, Graham & Morse; Vice Admiral John W. Greenslade; W. M. Laughton, Bethlehem Steel Corporation; Edward Lipman, The Emporium; Dan E. London, Hotel St. Francis; E. Russell Lutz, American President Lines; E. J. McClanahan, Standard Oil Company of California; Charles E. Moore, Moore Machinery Company; and Capt. H. P. Burnett, Twelfth Naval District.

C of C Acts to Release Additional Office Building Space

Space requirements of government agencies should be coordinated in order to prevent the wasteful use of office space in San Francisco, the Board of Directors of the San Francisco Chamber of Commerce declared in a statement released today.

● **To stimulate action** on such a plan, the Chamber sent a letter to the Director of War Mobilization and Reconversion, requesting the Director to issue an order requiring the publication of monthly reports on the status of space occupied by government agencies in metropolitan areas.

While many agencies have cooperated wholeheartedly in efforts to improve the utilization of space at their command, the Board's report states, other agencies have continued to retain all of the space occupied at the peak of the war although their operations have diminished materially.

By making authentic information on the status of space available at a central source, unneeded space could be released and the wasteful use of space eliminated, it is contended, thus helping the San Francisco Chamber in its efforts to find accommodations in San Francisco for all private enterprise and governmental agencies desiring to have headquarters here.

Emporium Buys Stock in Apparel City

San Francisco's Apparel City was given added stimulus last week when it was announced that The Emporium-Capwell Company had purchased $25,000 worth of stock in the co-operative, non-profit enterprise.

With this investment, the Emporium became the first retail store to help underwrite the project.

Apparel City officials declared that the store's action not only indicated the widespread national interest that the project had attracted, but it also demonstrated the community's faith in, and wholehearted support of the project.

FOREIGN TRADE TIPS

VISITORS TO SAN FRANCISCO

CUBA—Mr. Henry Suarez of the firm, Ramon Suarez e Hijo, Obrapia No. 112-114, Havana, Cuba, is in San Francisco seeking representation of producers of canned fish, fruits, and vegetables; dried fruits; meat products, lard, bacon, fatback; salmon; rice and beans. References. May be reached here at Hotel El Cortez, Prospect 5000.

CHINA—Dr. S. F. Lam of the firm, China International Commercial Co., Ltd., offices in Hong Kong, Shanghai, Canton, Swatow, Singapore, is in San Francisco to contact exporters and manufacturers of chemicals, textiles, metal products, machinery, food products, leather products, rubber products, newsprint, paper and paper products. May be reached here at the Garner Hotel, Sutter 9331.

ARGENTINA—Mr. Henri Lombard, director of Henri Lombard y Cia., Saavedra 948, Buenos Aires, is in San Francisco to contact suppliers of drugs, chemicals and essential oils. Wishes to contact buyers of alpaca and llama wool from Peru and textiles from Argentina. Also offers leather goods, glandular products. Address replies care of World Trade Department.

Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, April 4, 1946 | Number 14

General Business Activity

Thumb Nail Sketch: by the Research Department

• Trend

General business activity in San Francisco during February continued at a slightly higher level than a year ago but according to the seasonal pattern was under the January level. Our February index amounted to 188.6 compared to 206.2 in January and 187.0 last February.

A number of activities, however, showed large gains over a year ago, including bank debits which gained 5.1 per cent; retail sales 12 per cent; building permits number 34 per cent, and value 115 per cent; real estate sales number 51 per cent and value 50 per cent; stock exchange transactions number 21 per cent and market value 73 per cent; and net registered tonnage of ship arrivals 16 per cent.

Among the activities reported at lower levels than a year ago were electrical energy sales, off 6 per cent, gas sales 2 per cent, freight car movements 29.5 per cent, manufacturers payrolls 71 per cent, and postal receipts 71 per cent.

The cost of living index for San Francisco during February reported by U. S. Department of Labor was 133.4 for all items. This was 1.7 per cent above last February but 0.5 per cent under the preceding month. Compared to last February food prices were up 1.7 per cent, clothing 3.8 per cent and miscellaneous items 1.8 per cent. Rent, housing, and fuel remained about the same.

• Employment Status

Seasonal unemployment, returning servicemen, and idleness due to strike conditions were the major contributing factors to the unemployment in the Bay Area during February. Handicapped by the prolonged machinists strike in the Bay Area, affecting some 55,000 workers (returned to work March 18), employment in the manufacturing industry was off 64.9 per cent compared to last February. The total wage earners working were reported at 80,500 and was 4.2 per cent under the 1940 base.

Reports on 15 cities in the San Francisco Bay Area for the week ending March 14 from the California Department of Employment reveal 48,507 compensable claims and 2,575 claims in the waiting period. There were also 18,238 veterans claims. In the State the total unemployment claims amounted to 234,888 of which 208,727 were classified as compensable with 13,437 waiting, and there were 97,607 veteran claims. The February weekly average number of persons paid unemployment insurance in San Francisco was 16,671 compared to 15,701 in January, and in the State was 229,573 in February compared to 220,073 in January. State funds available for unemployment benefits amounted to $727,641,677.22 at the end of February.

The indigent aid case load and total expenditures in February in the three principal areas of California were above a year ago. Persons aided and expenditures in the San Francisco Bay Area increased 85 per cent and 63 per cent respectively, in Los Angeles 89 per cent and 64 per cent, and in San Diego 69 per cent and 48 per cent.

On the other hand, there were 11,443 job openings in the 15 San Francisco Bay Area cities according to the U. S. Employment Service during February. Professional opportunities accounted for 749, clerical and sales 5,163, service 1,474, skilled 1,492, semi-skilled 909, and unskilled 1,656.

• Retail Trade

February department store retail dollar sales in San Francisco Metropolitan Area were reported 12 per cent above last February with the two months' cumulative up 9 per cent. Sales in the Central Valley were up 22 per cent and 18 per cent respectively, in the Los Angeles Area 23 per cent and 17 per cent respectively, and sales in California rose 18 per cent and 13 per cent respectively. Retail sales of independent stores in San Francisco were up 7 per cent over a year ago according to the Bureau of the Census latest report for January.

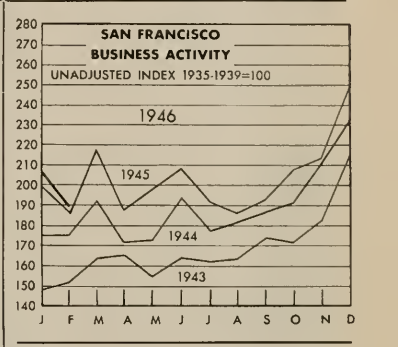
Other Bay Area cities reported, showed good gains. Oakland sales were up 6 per cent, Berkeley 27 per cent, Pittsburg 25 per cent, Palo Alto 35 per cent, and Santa Rosa 19 per cent. Sales for the State were up 11 per cent.

In San Francisco, January food store sales were identical to a year ago, but restaurant and eating places sales were up 7 per cent, drug stores 5 per cent, men's clothing 13 per cent, women's ready-to-wear 10 per cent, motor vehicle dealers 28 per cent, furniture stores 18 per cent, hardware stores 30 per cent and miscellaneous 52 per cent. Only jewelry stores reported lower sales which were 4 per cent under last year.

• Wholesale Trade

Wholesale sales on the Pacific Coast during January showed good gains over last January but were lower than the nation's average. On the Pacific Coast, sales were up 8 per cent over last January but were 4 per cent under December. January sales for the nation were up 18 per cent over last January, and, contrary to the usual seasonal trend, were up 4 per cent above December.

Pacific Coast sales in January compared to last January for several lines were as follows: automobile supplies up 27 per cent, shoes 24 per cent, meat 19 per cent, hardware 22 per cent, lumber 8 per cent. Sales of clothing were 5 per cent under last January but 93 per cent above December. Electrical goods were down 2 per cent from last January but up 5.7 per cent above December. Sales of furniture were also up in January over the preceding month and over last year while sales of food were up 6 per cent over last year but showed no increase over the preceding month.



• Highlights:

Housing—New residential permits taken out in San Francisco during the first two months of the year called for 374 single family dwellings valued at $2,172,870. In addition there were other residential permits providing 95 dwellings to cost $519,700. In the San Francisco Bay Area housing construction as announced by the *Daily Pacific Builder* during the past month as planned or under way totaled over $35 million and involves nearly 3,500 residences.

Some of the large projects under way are located as follows: Corte Madera 661 units, $7 million; San Carlos 208 units, $2 million; Palo Alto 100 units, $1 million. Other projects planned were in Redwood City 700 units, $10 million; San Mateo 600 units, $5 million; and San Mateo County 700 units, $7 million.

Industrial Development—Industrial development projects representing 63 new plants and 51 expansions in Northern California were announced for February by the Chamber's Industrial Department, and brought the cumulative for the first two months to 212 projects with outlays of $18,647,800 compared to 85 projects with total expenditures of $12,071,000 during the same period last year. Bay Area projects total 92 with expenditures of $7,373,000 or more than double a year ago.

San Francisco Stock Exchange—The San Francisco Stock Exchange recently reported that during the past six months this Exchange had moved up to second place among the regional Exchanges in the nation.

Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY		FEBRUARY 1946	FEBRUARY 1945	PER CENT CHANGE	1946 2 MONTHS	1945 2 MONTHS	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY							
San Francisco C. of C. Index 1935-39 Avg. = 100		188.6	187.0	0.9	197.4	192.9	2.3
CONSTRUCTION PERMITS							
Total	(number)	548	408	34.3	1,291	693	86.3
	(value)	2,115,844	983,152	115.2	5,234,158	1,386,748	277.4
Residential, New	(number)	129	149	-13.4	422	173	143.9
	(value)	851,000	729,700	16.6	2,692,570	829,500	224.6
Dwelling Units	(number)	147	212	-30.7	469	243	93.0
Single-family Dwellings, New	(number)	111	86	29.1	374	103	263.1
	(value)	652,200	3,661,700	78.7	2,172,870	364,500	496.1
Non-Residential, New	(number)	22	9	144.4	56	15	273.3
	(value)	400,200	28,900	1,284.8	817,850	92,785	781.4
Additions, Alterations & Repairs	(number)	296	181	63.5	712	322	121.1
	(value)	618,004	197,426	213.0	1,477,698	416,537	254.6
REAL ESTATE							
Sales	(number)	1,752	1,159	51.2	3,532	2,353	50.1
	(value)	20,016,810	13,374,984	49.2	43,760,570	25,979,544	68.4
Mortgages & Deeds of Trust	(number)	1,403	964	45.5	2,813	1,941	44.9
	(amount)	10,973,741	5,972,551	83.7	24,839,640	12,793,793	94.2
RETAIL DEPARTMENT STORE SALES							
San Francisco	(index)	214	191	12.0	202	185	9.2
FINANCE							
Bank Debits	($000)	1,626,828	1,547,607	5.1	3,528,658	3,256,597	8.7
Bank Clearings	($000)	1,333,016	1,138,666	17.1	2,811,659	2,480,063	13.4
Postal Receipts	($)	1,842,951	6,336,255	-70.9	5,288,784	12,117,937	-56.4
San Francisco Stock Exchange	(no. shares traded)	1,482,205	669,324	21.4	3,287,718	1,391,792	136.2
	(market value)	22,354,042	12,904,759	73.2	50,375,920	28,169,206	79.2
COMMERCIAL FAILURES	(number)	1	1	0	3	2	50.0
Liabilities	($)	2,296	17,771	-87.1	39,177	74,044	-47.1
Assets	($)	150	145	3.4	39,035	245	1,493.2
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)							
Employment	(index)	95.8	273.0	-64.9	97.5	295.6	-67.0
Payrolls	(index)	152.6	526.8	-71.0	154.2	564.5	-72.7
NON-MANUFACTURING INDUSTRIES (5 Co.'s) (a)							
Laundering, Cleaning, Dyeing	(payroll)	164.4	166.1	-1.0	166.1	166.3	-1.2
Wholesale Trade	(payroll)	160.4	149.3	7.4	157.1	147.2	6.7
Retail Trade	(payroll)	153.6	133.3	13.5	152.8	136.8	11.7
Hotels	(payroll)	222.4	198.2	12.2	221.1	197.8	11.8
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.		3,717	11,736	-68.3	8,517	24,480	-65.2
Industrial Placements	(number)	2,914	10,732	72.8	6,764	22,140	-69.8
Commercial Placements	(number)	803	1,004	-20.0	1,803	2,340	-22.5
TRANSPORTATION							
Freight Car Movements	(number)	19,658	27,888	-29.5	42,388	58,781	-27.9
San Francisco Airport Traffic	(no. planes)	(e)	2,073	....	(e)	4,349	....
	(no. passengers)	(e)	25,545	....	(e)	52,923	....
Express Shipments—Rail	(number)	364,464	300,792	21.2	759,093	640,248	18.6
Air	(number)	14,027	8,218	70.7	27,662	18,337	50.9
Air Mail Loaded	(pounds)	(e)	2,397,495	....	(e)	3,625,671	....
WORLD TRADE							
Vessel Arrivals with Cargo	(number)	222	225	1.3	471	505	-6.7
	(net registered tons)	1,109,673	957,156	15.9	2,180,763	2,128,387	2.5
Vessel Departures with Cargo	(number)	252	252	0.0	548	531	3.2
	(net registered tons)	1,088,977	1,107,347	-1.8	2,349,286	2,291,510	2.5
UTILITIES & NEW DEVELOPMENTS							
Electric Energy Sales Index	(k.w.hrs.)	184	196	-6.1	202	203	-0.5
Industrial & Commercial Gas Sales	(cu.ft.)	1,116,819,900	1,140,646,700	-2.1	2,228,888,600	2,243,281,000	-0.6
Water Consumers	(net gain)	231	270	-14.4	436	409	6.6
Tourist & Settler Inquiries	(number)	222	41	441.5	361	96	276.0
DAIRY RECEIPTS, FRUITS & VEGETABLES							
Butter	(pounds)	644,592	3,265,339	-80.3	1,561,844	7,305,315	-78.6
Cheese	(pounds)	949,428	1,064,028	-10.8	2,687,012	2,462,897	9.1
Eggs	(cases)	82,900	117,535	-29.5	184,817	259,194	-28.7
Poultry, Dressed	(pounds)	1,800,975	2,564,588	-29.8	4,033,818	6,032,482	-33.1
Fruits & Vegetables	(carlots)	1,662	1,505	10.4	3,430	3,304	3.8
LIVESTOCK SLAUGHTER (b)	(total number)	195,984	168,430	16.4	399,579	168,430	137.2
Cattle	(number)	40,872	39,624	3.1	90,670	39,624	128.8
Calves	(number)	7,951	5,088	56.3	15,766	5,088	209.9
Sheep and Lambs	(number)	98,710	91,451	7.9	151,255	91,451	65.4
Hogs	(number)	48,451	32,267	50.2	141,888	32,267	339.7
SAN FRANCISCO LIVING COSTS 1935-39 Avg. = 100							
Food	(index)	147.7	145.3	1.7	148.6	146.1	1.7
Clothing	(index)	147.3	141.8	3.9	147.1	141.8	3.7
Rent	(index)	(106.3)	(106.3)	0.1	(106.3)	(106.3)	0.0
Fuel, Electricity & Ice (c)	(index)	92.9	92.6	0.3	92.9	92.6	0.3
Gas & Electricity	(index)	86.2	....	....	....	....	....
Other Fuel & Ice	(index)	113.2	....	....	....	....	....
House Furnishing Goods	(index)	129.9	129.8	0.1	131.2	134.3	-2.3
Miscellaneous	(index)	133.6	131.3	1.8	133.7	131.3	1.8
All Items	(index)	133.4	131.2	1.7	133.7	131.6	1.6

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

(d) Exclusive of combat vessels.

(e) Not available for survey.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

"The Stake of Business In International Relations"

AS VIEWED BY

Donald M. Nelson

President, Society of Independent Motion Picture Producers

Sponsored by:

SAN FRANCISCO CHAMBER OF COMMERCE

SAN FRANCISCO COMMERCIAL CLUB

At Luncheon in the Commercial Club

Thursday, April 18, 1946

AN FRANCISCO CHAMBER OF COMMERCE
33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at $1.50 each at uncheon honoring Donald M. Nelson on Thursday, April 18, 946, in the San Francisco Commercial Club, at 12 noon.
Kindly enclose self-addressed envelope for forwarding tickets.)

(Telephone reservations accepted)

Name .....

HECK NCLOSED *Firm* .....

Address .....

.....

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

★

Price $1.50 per plate
{ $1.46 plus 4c tax }

Joint Airlines Transportation Terminal Survey Approved

The San Francisco City Planning Commission has approved a survey of need and possible sites for a centralized joint airline transportation terminal, as urged by the Aviation Committees of the San Francisco Chamber of Commerce and Junior Chamber of Commerce.

L. Deming Tilton, Director of Planning, City Planning Commission, will conduct the survey as a service to the Aviation Committees, the airlines and future airline passengers who would use such a terminal.

● **The study** is a direct result of recent investigations begun by the Aviation Committees of both Chambers into the need for establishment of a conveniently located joint airlines transportation terminal from which passengers and baggage could be quickly and economically transported to the city's Municipal Airport.

"We deeply appreciate the assistance of the City Planning Commission in conducting immediately a survey of available locations for a joint transportation terminal which might meet both present and long-range requirements," declared George C. Tenney, chairman of the San Francisco Chamber's Aviation Committee, in a letter to Tilton. "The survey will give the Committees a practical basis for study and will enable the airlines to reach a specific agreement and conclusion."

Wide Interest Shown In Union Square Garage

Widespread interest is being shown in the Union Square Garage as the result of an offer published in the bulletin of the National Association of Retail Secretaries by the San Francisco Chamber of Commerce.

● **Requests for copies** of a report on the project are coming in from all sections of the country, reports D. P. Street, managing director, Retail Merchants Association.

According to Street, requests have been received from Chambers of Commerce, Retail Merchants Associations, and trade associations desiring information helpful in the solution of their parking problems.

Cities represented on the list include Akron, Dayton and Youngstown, Ohio; Indianapolis and Fort Wayne, Indiana; Holyoke, Taunton and Malden, Mass.; Peoria and Kankakee, Ill.; Minneapolis and Rochester, Minn.; and from Denver, New Orleans, Portland, Tulsa, Houston, Detroit and cities in South Carolina, Florida, Pennsylvania and Connecticut.

Excellent Progress On Apparel City Cited

Excellent progress is being made in the physical development of Apparel City, according to a report by Fred Pruter, President, Apparel City Corporation, at a meeting of the San Francisco Chamber's Apparel and Textiles Section last week.

● **The report** showed that two-thirds of the grading work for the site in the vicinity of Industrial and Oakdale Avenues is completed; that contracts for 270,000 square feet of factory space have been let; contracts for sewers, street work and utility installations are now being awarded; and blue prints for the Celanese auditorium and two office buildings are in the process of completion.

C of C World Trade Dept. Will Compile Index for Foreign Use

A World Trade Index of San Francisco Bay Area exporters, importers, and manufacturers is now being compiled by the World Trade Department of the San Francisco Chamber of Commerce.

● **Listings**

Designed to assist visiting businessmen from abroad who wish to establish connections in the Bay Area, the Index will include listings of manufacturers and the products they manufacture, and names of exporters and importers in the Bay Area.

Those interested in placing the name of their firm and its products before foreign buyers by means of this Index are invited to write to the World Trade Department for Index forms.

C of C Support of Philippine War Damage Payment Praised

San Francisco Chamber of Commerce support of pending Congressional legislation to provide for the payment of Philippine war damage brought thanks recently from Carlos P. Romulo, Resident Commissioner of the Philippines to the United States.

"I wish to express to you my deep appreciation and thanks for all that the San Francisco Chamber of Commerce has done in this regard," commented General Romulo in a letter to Frank E. Marsh, manager of the Chamber's Washington Office.

● **"I am also grateful to your office** for the efforts that are now being exerted . . . for the purpose of securing approval of this Bill . . . I can assure you that your efforts in this direction are heartening."

Large Scale Industrialization Of China Foreseen by Expert

Establishment of key industries in China can be accomplished within five years with the aid of foreign loans, according to Kao Ping-Shu, Expert, Ministry of Economic Affairs, China, and Executive Secretary of the Sino-International Economic Research Center.

Appearing at a press conference at the San Francisco Chamber of Commerce recently, Kao expressed the opinion that China can be industrialized within 15 to 20 years on a scale comparable to pre-war Europe.

● **Kao's overall estimate of loans** necessary to accomplish the first step in Chinese industrialization is 10 billion dollars. He advocated four types of foreign investment: government to government loans; American-Chinese joint enterprises; direct private investment; and concession system. The latter type of investment, according to Kao, will be necessary to establish large industries such as aircraft.

During his San Francisco visit Kao is visiting the shipbuilding and food processing industries in the area. He is also holding meetings with the China-America Council of Trade and Industry.

Prompt Loading of Freight Cars Urged

Shippers and receivers of carload freight are again urged to do their utmost to load and unload cars promptly and to use Saturdays for that purpose in order to help alleviate a critical situation.

"After having come through the war without a serious car shortage, the nation is now facing one, particularly on box and refrigerator cars," said Walter A. Rohde, manager of the Chamber's Transportation Department and chairman of the San Francisco Car Efficiency Committee of the Pacific Coast Transportation Advisory Board.

● **"Current loadings** of both types are near an all-time peak and promise to increase. The relief program for war-stricken countries, accelerated reconversion with the settlement of major strikes and the housing program have created tremendous demands for cars. Not enough new cars can be built—or old ones repaired—to meet the deficiency.

"The only immediate source of relief is to make more efficient use of available cars," Rohde declared. "The railroads have been asked to speed up their service, particularly in terminals. The shippers must do their part by cutting down detention on their tracks. Increased detention since the termination of hostilities, due mainly to restoration of the 40-hour week, has meant the loss of nearly 10,000 cars from road service."

CALENDAR OF S. F. EVENTS

April 4, 5—"Spring Comes to Maiden Lane"

April 8-13—S. F. Public Schools Week

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Bay Region Business

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• IMPORT DUTIES AND TAXES

Industries classified as new or necessary by the Mexican government may now be granted certain exemptions on import duties and taxes, according to the Office of International Trade, Department of Commerce.

The new duty and tax provision, enacted as part of "A Law for the Development of the Manufacturing Industries in Mexico" does not apply to the mining and petroleum industries.

"New" industries are those which plan the manufacture or fabrication of merchandise not now produced in Mexico; and "necessary" industries are those which plan the manufacture or fabrication of merchandise not produced in sufficient quantity in Mexico to meet the country's needs.

Assembly plants for new assembly or rebuilding, and small enterprises, whose cost of production is out of proportion to their small output, are not to be considered either new or necessary industries.

The Ministries of National Economy and of Finance may grant new or necessary industries exemption from, or reduction in, import duties on construction materials, machinery, machines, equipment, spare parts and tools required in the manufacture of their products. In addition, these Ministries may increase the exemption from import duties on auxiliary raw materials and semi-manufactured articles if they are indispensable to the industry and are not available in Mexico in sufficient quantities.

• CONSTRUCTION

Addresses of those District Construction Offices which already have been established to handle applications under the Civilian Production Administration's order controlling construction (Veterans Housing Program Order 1, March 26) have been announced by the C.P.A.

The following District Construction Managers have been appointed for:

Region 9 (Northern California, Washington, Oregon, Idaho, Nevada, Montana, Wyoming);
Gilbert H. Kneiss, 1355 Market St., San Francisco, California.

A. J. Wahl, Baird Bldg., Boise, Idaho.

These District Construction Offices have one function only, officials emphasized, which is the handling of *area non-housing construction problems*. Queries and applications dealing with urban housing—non-veteran as well as veteran—are handled by the *local Federal Housing Administration offices*; matters dealing with farm housing or other farm construction are handled through the County Agricultural Conservation Committees.

Nelson to be Luncheon Speaker

Donald M. Nelson, president, Society of Independent Motion Picture Producers, will discuss "The Stake of Business in International Relations" as guest speaker at a luncheon sponsored by the San Francisco Chamber of Commerce and Commercial Club, Thursday, April 18, in the Club.

DONALD M. NELSON
President, Society of Independent Motion Picture Producers

Nelson was serving as executive vice president and chairman of the executive committee of Sears-Roebuck when he was called to Washington in 1940 to set up a procurement system for the Army, Navy and Air Corps. Following this assignment he was appointed Director of Priorities of the Office of Production Management.

• **In 1941** he was appointed chairman of the newly-created War Production Board and in 1943 became President Roosevelt's personal representative on a mission to England, the Near East and Russia.

The following year he was sent on a mission to China, Australia and New Zealand and upon his return became the President's adviser on problems in the Pacific Theatre, in which post he established the Chinese War Production Board.

In May, 1945, Nelson resigned from the Government to return to private life and in June accepted the post of president of the Society of Independent Motion Picture Producers.

C of C Industrial Survey Meets With Approval

Letters received from Bay Area chambers of commerce complimenting the San Francisco Chamber on its recently issued Industrial Survey indicate Bay Area unity behind the Chamber's drive to bring new industry here.

• "**. . . a splendid example** of the results of cooperative effort toward development of the region," declared Harold D. Weber, general manager, Oakland Chamber.

• "**. . . an expert job . . .** should be of unusual aid," commented Henry F. Misselwitz, executive vice president, San Mateo Chamber.

• "**. . . very interesting** and helpful," writes H. T. Wood, Industrial Manager, Stockton Chamber.

• "**. . . a swell job . . .**" observed F. S. Van Arsdale, secretary-manager, Lodi Chamber.

• "**It's a honey!**" writes James Mussatti, general manager, California State Chamber.

World Trade Executive Group Named; Kroll is Chairman

Appointment of members of the 1946 World Trade Committee of the San Francisco Chamber of Commerce was announced today by President Brayton Wilbur.

This committee has been completely reorganized into eleven sections with a chairman and vice-chairman, Wilbur stated, in order to permit greater participation in the committee and to carry out a more intensive promotional program.

• **Heading the committee** is Clifton H. Kroll, senior partner of Atkins, Kroll & Company, and a director of the Chamber.

The executive or policy committee is comprised of the chairmen and vice-chairmen of the eleven sections, as follows:

• **Committee on Appeals**—Chairman, Ian Armstrong; Vice-Chairman, S. M. Haslett, Jr.; **Arbitration Committee**—Chairman, D. C. Dorward; Vice-Chairman, Edward Bransten; **Executive Committee of Foreign Trade Association**—Chairman, William L. Montgomery; Vice-Chairman, Fred Galbreath; **Maritime Affairs**—Chairman, H. A. Magnuson; Vice-Chairman, Harry S. Scott; **Trade Promotion**—Chairman, R. J. Roesling; Vice-Chairman, Charles Romanowitz; **Importers**—Chairman, F. E. Brookman; Vice-Chairman, R. C. Robinson; **Pacific Area Affairs**—Chairman, O. C. Hansen; Vice-Chairman, Arthur D. Levis; **European Affairs**—Chairman, P. A. Kinnock, Vice-Chairman, Ray V. Winquist; **Hawaiian Affairs**—Chairman, George G. Montgomery; Vice-Chairman S. L. Abbot; **Inter-American Affairs**—Chairman T. R. Jamieson; Vice-Chairman, Frank Cook.

Loomis Appointed to C of C World Trade Department Staff

Appointment of William B. Loomis to the staff of the World Trade Department of the San Francisco Chamber of Commerce has been announced by Louis B. Lundborg, general manager of the Chamber.

● **"Promotion of the Bay Area** as a leading international trade center has become a major objective of the Chamber, necessitating the expansion of the Chamber's World Trade Department to handle the additional load of trade promotion activities we have undertaken," Lundborg said.

"Addition of Loomis to the staff will help materially to round out our ability to do a constructive job in the important field of world trade development."

● **Loomis is a graduate** of Iowa State College where he majored in mechanical engineering. Upon graduation he joined the export department of the Gates Rubber Company in Denver where his work was devoted to developing markets in the Far East, Australia, New Zealand and the west coast of South America.

In 1940, while connected with the Gates firm, he joined with four associates in organizing their own export house and sales agency.

With the outbreak of war Loomis left the company and came to San Francisco as an engineer for the Moore Dry Dock Company. In January 1943 he joined Pan American Airways as a flight engineer in the Pacific Area, where he served until joining the staff of the Chamber.

General Mills to Build Cereal Plant at Lodi

Construction of a new cereal plant at Lodi, California, for the production of packaged foods has been announced by the Sperry Division of General Mills, Inc.

● **The new installation** at Lodi will serve the West Coast and will be General Mills' fifth packaged food plant. Construction and operation will be under the supervision of Edward O. Boyer, president of the Sperry Division, with headquarters in San Francisco.

The plant is part of a postwar expansion program of General Mills. Company officials stated that approval of this construction was influenced by the great increase of population in the western states and in California particularly, and also the potentials for increased demand for American flour in the Orient.

C of C Domestic Trade Group Plans Good Will Trip to South

The Domestic Trade Committee of the San Francisco Chamber of Commerce has scheduled a Good Neighbor visit to San Luis Obispo and Santa Maria on Thursday, April 25.

Members doing business in that area are urged to join with the Committee in making the trip.

● **The party will leave** San Francisco Thursday morning on the "Daylight" and will arrive back in San Francisco early the following morning.

For further information contact Carroll Snyker, manager, Domestic Trade Department.

United Air Lines Selects S. F. For System-Wide Repair Base

Plans of United Air Lines to concentrate all its airplane maintenance work at San Francisco, with a virtual tripling of personnel and quadrupling of facilities, were announced last week by W. A. Patterson, United's president.

● **The move** will make San Francisco the one and only maintenance base on United's 6700-mile coast-to-coast and Pacific Coast system, Patterson said.

Plant facilities will be increased from the present 125,000 square feet to almost 500,000 square feet by 1955. By the same year United's maintenance personnel here will number approximately 6,000 compared to the present 1900. By the end of 1946 the company expects to have 2600 personnel employed here.

● **Complete transfer** of maintenance personnel and facilities is expected to require from two to three years, Patterson said, but increases in personnel and the enlargement of facilities here will begin almost at once.

Hailing United's decision, Louis B. Lundborg, general manager of the San Francisco Chamber of Commerce, said that establishment of the base "demonstrates recognition by one of the world's major air carriers of San Francisco's strategic position in the air age.

● **"We certainly welcome this expansion** and the jobs it will provide," Lundborg said, "and we are prepared to continue our efforts in making San Francisco justify this recognition of its international significance."

Agency Cooperation Is Aiding S. F. Building Situation

Expedited releases by Federal agencies are rapidly making more building space available in San Francisco for private enterprise, according to reports considered at last week's meeting of the San Francisco Chamber's Sites and Buildings Section.

● **By June 30,** one of the Federal agencies will have released more than 50% of the space which it occupies in San Francisco buildings, and other branches of the government are cooperating in adjustments which will help meet the needs of professional and commercial firms, it was said.

In attendance at last week's meeting of the Section were Capt. W. B. Davidson of the Navy Department and Col. E. J. Ellingson of the Army Engineer Corps who have cooperated with the Section in regard to problems with which it is concerned. The Section has been desirous of having the requirements of all private and public agencies met in San Francisco by minimizing any wasteful use of space.

Electronic Industry Expansion Sought by Chamber Group

Increased employment in the manufacturing of electronic devices in the Bay Area is one of the objectives of the San Francisco Chamber's Electronics Section.

Members of the Section held a dinner meeting at the Engineers Club last week with Bay Region members of the West Coast Electronic Manufacturers Association and perfected plans for a survey of present Bay Area electronic products and the capacities of existing plants to produce additional items.

● **David Packard** of the Hewlett-Packard Company of Palo Alto, and J. A. McCullough of Eitel-McCullough, San Bruno, were active on behalf of the manufacturers in arranging the meeting with the Section of which George C. Tenney, Chamber director, is chairman.

Oakland Aircraft Unit Joins Aviation Group

The Metropolitan Oakland unit of Aircraft Owners and Pilots Association recently became a member of the Bay Area Aviation Committee.

● **Dr. Harold R. Becker** of Oakland is its representative. Alternate is Calvin T. Heim.

C of C Board Favors Proposed British Loan

Endorsement of the proposed British loan of $3,750,000,000 pending before Congress was approved by the Board of Directors of the San Francisco Chamber of Commerce at its meeting last week.

Action of the Chamber was taken on recommendation of the World Trade Committee, whose chairman is Clifton H. Kroll, and the Foreign Trade Association, of which William L. Montgomery is president.

"This action of the San Francisco Chamber of Commerce in supporting legislation aimed to enable Great Britain to regain her former economic status is part of the Chamber's program of implementing its established liberal foreign trade policy," Kroll said.

● **Kroll termed the loan a "trail blazer** for broader and earlier adoption of a trade basis in which many of the hampering controls and restrictions which now exist throughout the world may be eliminated."

The Anglo-American financial agreement includes a commitment to relax exchange controls, reduce tariffs and eliminate preferences, thus enabling American businessmen to enter Empire markets on a nearer basis of competitive equality.

Pointing out that approximately one-third of San Francisco's prewar exports were to countries of the British Empire, the Board declared that the loan would assure development of San Francisco's export and import opportunities.

P. G. & E. Ad Series Gets Excellent Results

Nationwide response has been received by Pacific Gas & Electric Company as a result of its national advertising campaign to develop Northern California by attracting new businesses and payrolls.

• **The company's series of national ads** emphasize the economic potentialities of the region, its rich markets and vast resources.

As a result of this campaign to make Northern California a great industrial empire, responses have been received from companies and individuals throughout the United States and Canada considering establishment of businesses in Northern California.

• **Company officials report** that of the number who have written in for information 58 per cent are classed as definite prospects.

Bay Area Metal Shops Invited to Place Bids on Motorbike Parts

Representatives of Bay Area metal shops are invited to attend a showing of motorbike parts and components in Room 206, Chamber of Commerce Building, 333 Pine Street, on Friday, April 12, from 2 to 5 p.m., the Industrial Department announced today.

• **A responsible new corporation** will assemble motorbikes in its San Francisco plan for distribution to the eleven Western States.

Local production is desired for some 25 components. The parts will require steel stampings, small drop forgings and machining. Details regarding metal specifications and quantities will be furnished at the showing.

Can You Use a New Federal Directory?

The Chamber's Domestic Trade Department is interested in learning whether Chamber members have use for a revised Directory of Federal Agencies in San Francisco.

Members interested in receiving such a Directory are requested to contact the Domestic Trade Department.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting Monday, April 1, was:
Alfred H. Meyer, member San Francisco Chamber Board.

San Francisco Chamber Director attending the meeting on April 8, was:
Ralph R. Brunton.

Drive for World Trade Expansion Launched With Chamber Index

Compilation of a World Trade Index of San Francisco Bay Area exporters, importers and manufacturers has been announced by the San Francisco Chamber of Commerce.

The Index of world trade information spearheads a program planned by the Chamber's World Trade Department to increase the flow of world trade through the port of San Francisco by enlarging the department's facilities to assist manufacturers to expand their foreign markets and to encourage the establishment of foreign connections in this area.

• **Main purpose of the Index** will be for use in lists and directories to be distributed to businessmen in all markets of the world, but it will also be employed in assisting visiting businessmen from abroad to make connections in this area for the purchase of goods.

Under the direction of Alvin C. Eichholz, manager of the World Trade Department, Index forms are now being sent to industries and importing and exporting firms throughout the Bay Area for the purpose of collecting information for the classification of each business as to type, kind of commodities produced and exported, type of imports desired and foreign countries in which they are engaged in foreign business.

• **"This Index represents another important step** in the Chamber's expanded program to better acquaint foreign markets with the opportunities for trade presented by the Bay Area," commented Louis B. Lundborg, Chamber general manager.

"Through this Index we will be able to place the name and products of every Bay Area manufacturer before the important buyers of the world."

C of C Group Helping To Expand Supervisor Training Facilities

Facilities and organization of the San Francisco School Department to provide supervisory training were outlined in detail at the last meeting of the San Francisco Chamber's Manufacturers Committee.

• **The School Department** was represented by O. D. Adams, Assistant Superintendent of Schools for Adult and Vocational Education, and Earnest Kramer, Ralph Carolyn and H. K. Lambie of the State Department of Education.

The Chamber group is considering ways and means of aiding in the expansion of supervisor training activities in San Francisco.

Embargoes on Exports Opposed by Board

Any legislation which would prohibit the export of lumber or impose an embargo on any United States products is against the principles of international trade and would possibly cause retaliatory action on the part of other governments, the Board of Directors of the San Francisco Chamber of Commerce declared today in voting opposition to Bill H.R. 5013.

• **In opposing this legislation,** the Board declared that this bill would do great harm to Pacific Northwest industry, whose basis is lumber export, and would result in unemployment and cause shipping to suffer.

The Board further pointed out that passage of this bill would not alleviate the current shortage of building materials, as advocates of the bill claim, since export shipments of lumber include higher grades and different specifications than are used for home construction in this country.

Calling attention to the fact that imports of lumber exceed exports, the Board declared that the question of short supplies is adequately controlled at this time by the export control system, under which allocations of material are made for export and are adjusted in accordance with supply.

Human Engineering Laboratory Established in San Francisco

Human Engineering Laboratory, Inc., a non-profit corporation founded by the Johnson O'Connor Research Foundation, has recently established a branch laboratory in San Francisco for the purpose of carrying on scientific aptitude tests of individuals.

The laboratory, which is one of nine branches in the United States, is located at 358 Sutter Street. Director is Kim Margolis.

• **Purpose of the Laboratory** is to give a person, through a series of tests, a measurement of his natural aptitudes and potential capabilities so that the person may choose work in accord with his aptitudes.

Headquarters of the Human Engineering Laboratory, Inc. are located at Stevens Institute of Technology, Hoboken, New Jersey. Other branches are located in New York, Boston, Chicago, Philadelphia, St. Louis, Fort Worth, Tulsa and Los Angeles.

NOTICE TO MEMBERS

The San Francisco Chamber of Commerce has not endorsed any directory which is now soliciting paid advertising and any representations made by any salesmen that the Chamber has taken advertising in such a directory are false.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 70 and refer to the Trade Tip's number. Asterisks indicate that names and addresses of references are on file.

VISITORS TO SAN FRANCISCO

***4871 PHILIPPINES**—Mr. J. M. Glaiserman, president of the firm J. M. Glaiserman, Inc., Manila, is in San Francisco for the purpose of contacting producers, exporters and manufacturers of California produce and general merchandise. While in San Francisco, he may be reached at 3450-23rd Street.

***4872 EL SALVADOR**—Mr. Carlos Bustamente, San Salvador, is visiting San Francisco to make connections with manufacturers of haberdashery, agricultural machinery, electrical equipment, diesel engines. Mr. Bustamente will remain here until May 15 and may be reached at the Majestic Hotel, ORdway 5761.

***4873 BOLIVIA**—Mr. David N. Griffis, representative of Reza & Co., P.O. Box 202, Cochabamba, Bolivia, seeks connections with manufacturers and exporters of drugs, iron and steel products, household goods and appliances. Address written replies care of World Trade Department.

***4874 CUBA**—Mr. Antonio Montero, Jr., of the firm Hijos de Diego Montero, Clavel 13, Habana, Cuba, is in San Francisco to obtain representations of manufacturers of sardines and wines; offers to export leaf tobacco. May be reached by writing 25 Ninth Avenue, San Mateo, California.

***4875 TURKEY**—Mr. A. Paksoy of the firm Paksoy Kardesler, Banhalar Caol Yurt Sokale No. 24, Ankara, Turkey, wishes to make connections with exporters and manufacturers of construction equipment and machinery, farm equipment, road construction equipment. May be reached at 515 Gerona Street, Palo Alto, Calif. Telephone Palo Alto 25574.

***4876 PHILIPPINES**—Miss Paulette Dreyfus of the firm Jules Dreyfus, Manila, wishes to contact manufacturers and exporters of dry goods, canned goods, general merchandise. May be reached in San Francisco by calling Graystone 2087.

***4877 AUSTRALIA**—Mr. N. I. Koreneff, Duval Trading Co., 14 Spring Street, Sydney, wishes to represent manufacturers of household appliances, plating machinery, stapling machinery, office appliances, mechanical novelties, paints, solvents, etc. Would also like to arrange licensing agreements to manufacture in Australia. May be reached care of Dr. Koreneff, 1704 Broderick Street, San Francisco.

***4878 PHILIPPINES**—Mr. G. E. Alabastro, Quezon Avenue Hardware, Inc., 364 Quezon Blvd., Manila, wishes to import building hardwares, construction materials, household electrical appliances, paints and oils, general merchandise. Address mail 220 Golden Gate Avenue, or call TU 0460.

EXPORT

4879 CANADA—The Ontario Pacific Co., 615 W. Pender Street, Vancouver, wants commercial and industrial chemicals, machinery and equipment, industrial specialties, metals, monel metal, brass sheets, aluminum and galvanized iron sheets, roofing, building materials in general, office equipment, pulp and paper, asbestos yarn, sheets and packings, etc.

4880 SOUTH AFRICA—C. L. Ross, Estcourt, Natal, wants potteryware, enamelware.

4881 CHINA—Tze-chien Wang, National Marine Products School, Ho-Chuan, Szechuan, wants machinery for canning, refining fish oil, glue refining, refrigeration, dry baking, making buttons, extracting iodine; navigation apparatus for fishing boats, machinery for knitting fish nets; hatchery equipment; food preserving machinery, etc.

4882 TURKEY—Omnik Nazar, Istiklal Djaddesi No. 120/1, Istanbul, wants radios, refrigerators, motorcars, films, bicycles, motorcycles, theater projectors.

4883 CHINA—Hofoong Trading Co., P.O. Box 419, Shanghai, wants beer, enamelwares, metals, news print, pharmaceutical instruments, men's and ladies' shoes, wines, aluminumwares, medicines, steel flatwares, glasswares, stationery, cotton prints, industrial chemicals, woolen piece goods. Also second hand typewriters, tools, sewing machines, novelty goods. Also export wide variety of Chinese products. Complete list at World Trade Department.

***4884 SIAM**—The Singh Thong Co., Ltd., No. 98 Rajawongse Road, Bangkok, wants spare parts for autos.

4885 CANADA—W. McLean & Co., P.O. Box 569, New Waterford, Nova Scotia, want grocery lines.

***4886 BELGIUM**—Imexco, 8 Rue Traversiere, Bruxelles, wants small out-board motors automobile accessories, sporting goods, especially bows and arrows, training pistols.

4887 ITALY—Calomeni Freres, Poite Postale 139, Milan, want douglas fir, pitch pine, hickory for skis.

***4888 CHINA**—Mow Chiang Hong, No. 67, Yong Hwa Street, Swatow, want cement, steel bars, construction materials.

4889 PERU—M. C. del Castillo & Co., S.A., Avenida Nicolas de Pierola 398, Lima, want Oriental products such as black pepper, cinnamon sticks, China tea, etc. Also interested in canned fruit, sardines, salmon; marmalade; canned vegetables, etc.

IMPORT

4890 HONG KONG—Sunny & Company, P.O. Box 952, Bank of East Asia Building, offer bamboo splits, bamboo stocks, cassia buds, cassia, firecrackers, preserved ginger, hides, human hair, oils of cassia, star aniseed and teaseed, tea, mats, tsinglee canes, straw mats and mattings, rattancore, rattanware, seagrass and seagrasware, twisted straw braids.

4891 ARGENTINA—Pedro L. Ferre, Piedras 113, Buenos Aires, offers plumes, hides, skins, bristles, wool. Also wants connections with manufacturers and exporters.

4892 CANADA—Marine Power Limited, 405-193 East Hastings St., Vancouver, B.C., offer engineering equipment and appliances, chemical products.

***4893 BERMUDA**—The E. Worrall Outerbridge Co., Hamilton, offer lily flowers.

***4894 BRAZIL**—Gares & Cia., Quintino Bocayuva 703-709, Belem, Para, offer hardwoods, semi-hard woods, Cuaruba, Marupa. Will visit San Francisco shortly to call on interested firms.

4895 CHINA—Grand China Corporation, No. 34 Chiu Kung Yuen Road, Swatow, offers drawnwork.

REPRESENTATION

4896 SOUTH AFRICA—J. J. Kock & Company, P.O. Box 521, Johannesburg, want agencies in all lines. Mr. J. J. Kock, now in the United States, may be reached care of the Consul General for Union of South Africa, 500-5th Avenue, New York.

4897 TURKEY—Samadit Co., P.O.B. 695, Istanbul, want machinery for woolen yarn and worsted yarn, fine chemicals, laboratory equipment for technical colleges, universities, and hospitals, pharmaceuticals, dyestuffs.

***4898 BRAZIL**—Raimundo Mattos, Jr., P.O. Box 336, Fortaleza, Ceara, wants cement, fresh and canned fruits, oils and gasoline.

***4899 ECUADOR**—Compania Ecuatoriana de Inversiones C.A., Casilla No. 1085, Guayaquil, wants agencies for all lines. Mr. Luis Palacios O., vice president of the firm, may be reached in the United States care of Pan-am Trade & Credit Corporation, 90 West Street, New York 6.

***4900 PANAMA**—Cia. Humber y Maduro, Apartado 277, Panama, wants enamelware, aluminumware, flatware, hardware, plumbing materials and supplies, doors and windows, lumber, plywood, cement, wire screen cloth, barbed wire, wire fencing, construction material in general, paints, paint pigments, paint brushes, linseed oil, tin cans and machinery for making tin cans, foodstuffs, canned fruits, canned meats, canned vegetables, canned fish, marine engines (diesel and gasoline), electric plants.

***4901 CHINA**—Hop Hing & Co., No. 183 An Ping Road, Swatow, want bicycles, parts and tires, motor cars and trucks with accessories, electrical equipment, machinery, hardware and tools, motor oil, diesel oil, gasoline.

4902 AUSTRIA—Franz Weiss, Grazbachgasse Nr. 47, Graz, wants typewriters, wireless sets, photographic apparatus, electrical appliances, bicycle tires, motorcycles, automobiles, spare parts for cycles.

4903 CHINA—H. H. Heller, P.O. Box 571, Shanghai, wants canned foodstuffs.

***4904 CHINA**—Great Union Co., P.O. Box 765, 131 Museum Road, Shanghai, wants foodstuffs, sea products, confectionery, woolen piece goods, cotton piece goods, artificial silk yarn, watches and clocks, radios, synthetic resins and other plastics, bakelite powder, paper, rain coats or materials, fountain pens, stationery, notions and toys, new inventions.

SPECIAL NOTICE

SURPLUS PUMPING UNITS AVAILABLE—The City of San Francisco is interested in disposing over two hundred Trailer Pumping Units known as the Chrysler Fire Fighting All Metal Trailer, equipped with a single stage hall centrifugal type pump. These units are new and may be inspected at the City's Garage, 2943 Larkin Street. Specifications and Bid Sheet may be had upon application to the Purchaser of Supplies, Room 270, City Hall. The need for civilian defense during the war which occasioned the purchase of these units now having passed, their acquisition to supply pumping needs domestically or for export may be an opportunity local businessmen will want to investigate.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6307—INDUSTRIAL AND HOME PRODUCTS, INC., 106 North Main St., Akron 8, Ohio, seeking a representative in this territory who contacts hardware, lumber and building supply trade for their for-levl-post with a built-in jack. More interested in a small wholesaler than a large jobber.

D-6308—F. B. ROSENBERGER & SON, 79 Oak Avenue, Belmont, Mass., would like to contact manufacturers in San Francisco who are interested in representation in the New England states. Cover hardware, optical, hospital supply and department stores.

D-6309—LICHTENBERG & SON, 16 Mabel and D. T. R. R. at 14501 Hamilton Avenue, Highland Park 3, Michigan, interested in acting as distributor or representative for local manufacturers in the Detroit area. Have contact with creameries, riding stables, country estates, builders and contractors, casket and mattress manufacturers and stores and manufacturers using wood and paper excelsior for packing their products. Have warehouse space and trucks for delivering.

D-6310—MERLIN AND COMPANY, 22 Marietta Street Building, Atlanta 3, Georgia, interested in contacting manufacturers of electrical home appliances and related items to wholesale to the Southeastern states.

D-6311—CCA PRODUCTS ENGINEERING, P.O. Box 471, Glendale, California, looking for a distributor or manufacturers' representative in this area to handle their products, compressed air line filters, and lubricators.

D-6312—A. B. E. AND H. WHOLESALE COMPANY, P.O. Box 204, Mina, Nevada, looking for someone who would be interested to handle their cinder products. Used in making garden and parkway walks, cinder paths and courts and as a light weight aggregate for home cement repairs.

D-6313—R. A. MONT & CO., INC., P.O. Box 387, Hartford, Conn., interested in contacting local manufacturers to represent them in the East. Want additional lines to go along with wiping cloths that they have at the present time.

D-6314—CHARLES E. FARRIS COMPANY, 99 Hudson Street, New York 13, New York, interested in acting as distributor for California food products in the Eastern states.

D-6315—MR. JACK L. MEYER, 1805 East Elmdale Court, Milwaukee 11, Wisconsin, wants exclusive representation in the Milwaukee area for a select line of manufacturers equipment not now offered there, such as hoists, factory trucks, bearings and related equipment.

D-6316—MIDWEST EXTRACTION CO., Meridian Road, Rockford, Illinois, interested in finding a sales representative to represent their products—vitamins, chlorophylls, plant pigments—in San Francisco.

D-6317—HARCO INC., 3050 Andrita Street, Los Angeles 31, California. Address replies: Mr. J. F. Madden, 880 25th Avenue, San Francisco, is anxious to contact salesmen calling on hardware, department stores and nursery retail outlets who handle additional products, to also handle their household and garden hand sprayers. Commission basis.

D-6318—DRESSER INDUSTRIES, INC., Terminal Tower, Cleveland 13, Ohio, looking for a manufacturers agent for their products. Person would contact diesel and gas engines, compressors, blowers, steel buildings and process equipment companies.

D-6319—MR. A. H. BRYAN, 815 So. Minnesota Avenue, St. Peter, Minnesota, would like to contact manufacturers or importers who wish to be represented in the State of Minnesota.

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Bay Region Business

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• OPA APPOINTMENT

Mr. David N. Edwards of Oakland, California, has been appointed as price executive of the rapidly expanding building branch of the Building and Construction Price Division of the Office of Price Administration. Mr. Edwards succeeds W. S. Ingram of San Francisco, who was recently appointed Head of the Lumber Price Branch.

Up to the time of his appointment, Mr. Edwards was general manager of the Wood Products Company, Oakland, a firm engaged in labor relations work and statistical information for the lumber, plywood and wood products industries.

• BAY AREA APPOINTMENTS

SAN FRANCISCO AND THE BAY REGION has been given recognition in the following appointments:

Andrew E. Donovan of San Francisco, now on duty in the State Department, has been designated First Secretary of American Embassy and American Consul at Guatemala, Guatemala;

G. Frederick Reinhardt of Oakland, California, American Foreign Service Officer at Berlin, Germany, has been designated Second Secretary of American Embassy and American Vice Consul at Moscow, U.S.S.R.;

Philip P. Williams of Berkeley, California, Third Secretary of American Embassy and American Consul at Buenos Aires, Argentina, has now been designated Second Secretary of American Embassy and American Consul at the same place.

• CONSTRUCTION

In view of the fact that shortage of lumber is the No. 1 bottleneck in building materials, a production goal of 32 billion board feet of lumber for the year 1946 has been set for the industry. Civilian Production Administration officials state that only the most favorable combination of factors can produce this quantity.

The lumber output in 1945 was slightly less than 27,500,000,000 board feet, which was 16.5% below that of 1944. The total estimated lumber demand for 1946 runs about 35 billion board feet.

Wilson Wyatt, National Housing Expediter and Administrator of the National Housing Agency, has stated that even under the construction order, essential things such as agricultural production and the manufacture of reconversion commodities must go forward. "A limitation order on construction does not mean the prohibition of construction," he said, "but it does mean the screening of construction to postpone during the housing emergency that which is not essential and which can be deferred."

Santa Clara County Industrial Development Told in *Satevepost*

All of the San Francisco Bay Area shares in the benefits from a San Jose Chamber of Commerce national publicity "scoop" in the April 13 issue of *The Saturday Evening Post*, with an article, "Factory in the Field," by Frank J. Taylor.

• Industrial decentralization, main theme of the article, has been emphasized by the San Jose Chamber in national advertising since its highly successful industrial promotion program was launched in October, 1943.

The *Post*, by further turning the national spotlight upon San Jose and Santa Clara County, has recognized this area as a typical example of the decentralization trend which is underway throughout the nation.

Taylor worked closely with and obtained much of his material from the San Jose Chamber. His article describes the phenomenal growth from small "bean field" and "prune orchard" beginnings of such large Santa Clara County plants as Joshua Hendy Iron Works, Permanente magnesium and cement plants (the latter now the world's largest), Food Machinery Corporation, Wooldridge Manufacturing Company, Jennings Radio, Federal Wireless, Larsen Ladder and Be-Ge Manufacturing companies.

The *Post* article is one of many concerning California, and the Bay Area in particular, that have been published in national magazines since the reconversion of industry following the end of the war and the subsequent migration westward of many eastern industries.

Santa Cruz Chamber May Set Up Domestic Trade Council

Santa Cruz businessmen and Chamber of Commerce officials held a meeting last week to discuss Chamber participation in the promotion and development of Santa Cruz business.

• Purpose of the meeting was to prepare a program of organization for local businessmen, providing machinery for the collective solution of business problems.

• One of the major problems facing a business community was discussed by Rilea Doe, vice president in charge of public relations for Safeway Stores, Inc., in a speech entitled "Joe Veteran and His Tomorrow."

Following Doe's address, Santa Cruz Chamber of Commerce officials discussed the establishment of a domestic trades council as an integral part of the Chamber.

At the conclusion of this discussion, a representative of the State Business Planning Institute outlined the program of a series of business conferences, tentatively scheduled to be held in Santa Cruz under the auspices of the Chamber.

San Francisco Chamber of Commerce officials who were present at the meeting and participated in the discussions were D. P. Street, managing director of the Retail Merchants Association, and Carroll Snyker, manager of the Chamber's Domestic Trade Department.

Bay Area Future Is Subject of Fox Talk

"San Francisco Bay Area Development and Future Outlook" was the subject of a talk given by G. L. Fox, manager of the San Francisco Chamber of Commerce Industrial Department, at a meeting of the Board of Directors of the Retail Merchants Association.

The meeting was held at the St. Francis Hotel, Monday, April 15.

Bay Area N. A. A. Chapter To Meet in Petaluma April 25

Capt. J. H. Ruggles, former personal pilot for Winston Churchill on trips to "Big Three" conferences, will be principal speaker at a dinner meeting of the San Francisco Bay Area Chapter of the National Aeronautic Association on Thursday, April 25, at Hotel Petaluma, Petaluma.

• Other guests at the chapter's meeting will include General H. H. Arnold, former commanding general of the U. S. Army Air Forces, and Stanley Hiller, Jr., president, United Helicopters, Inc., of Berkeley.

Reservations for the dinner meeting may be made through the Berkeley Chamber of Commerce, 100 Berkeley Square, BErkeley 1212.

Here Are the Rancheros Who Will

General Chairman
FRANK E. BODINE
Westinghouse Electric Corporation

ART BRAGG
General Electric Co.

BELFORD BROWN
San Francisco Bank

A. P. HARDY
Southern Pacific Company

HARRY A. LEE
Pacific Gas & Electric

NOW IS SAN FRANCISCO'S GOLDEN OPPORTUNITY!

ead in the Roundup

WILLIAM COLLIER
Leo J. Meyberg Co.

JOHN GIBSON
John Gibson Company

GAYLE GRUBB
K G O

P. J. PIEROTH
Shell Oil Company

WILFRID L. WYLIE
Bank of America

ALEX VON HAFFTEN
Chain Stores Assn.

Rancheros in the Corral Will Need Your Support in This Roundup!

"Foreign Trade Week" Plans Under Way

Leonard Gross Appointed C of C Assistant Publicity Manager

Appointment of Leonard B. Gross as assistant publicity manager of the San Francisco Chamber of Commerce has been announced by Louis B. Lundborg, general manager of the Chamber.

● **Gross took over his new position** as assistant manager of the Publicity Department under Publicity Manager Will Williams, Jr. on April 15.

"Expanded volume of the Chamber's activities has justified broadening of the Chamber's News Bureau to provide additional service to the press and other media," Lundborg said.

● **"As a radio specialist,** Gross has had extensive experience directing public service programs directly linked with community interests," Lundborg stated. "Therefore, he is well qualified to fill the need created by the Chamber's accelerated program of activities."

Gross comes to the Chamber from the National Broadcasting Company where he served as assistant director of public service for Station KPO.

He first joined the network's staff in 1941, holding the position of assistant director of public service until his appointment as director in January 1942.

He entered the Army in 1943, and spent 9 months in the Pacific Theatre as a combat correspondent, handling broadcasting details for nationwide military programs.

Gross returned to N. B. C. in January 1946 as assistant director of public service for KPO. Since his return his work has been devoted to the direction of such programs as the Red Cross and War Chest drives and other public service features.

In making the announcement of his appointment, Lundborg emphasized that the Publicity Department is maintained as a service to the press and that its policy is strictly to report news when there is news.

"Our enlarged volume of Chamber activities has increased the flow of news," Lundborg said. "The expansion of our news bureau will enable us to handle this increased volume of news on a more efficient basis."

LEONARD B. GROSS
Assistant Manager, Publicity Department

A Day on Treasure Island

Have you, or your family been on T. I. recently?

Have you seen the various training facilities—the fire fighting school, radar, dive bombing, fire and rescue, swimming, and deep sea diving facilities? If not, accept Commodore Cary's invitation that is presented thru the Junior Chamber to an all-free day—Saturday April 27th—that includes a free lunch.

● **The party** will leave the Ferry Building aboard *Delta King* at 9:15 a. m. be met by buses and band at T. I. Visitors will tour the exhibits, lunch, and be back in San Francisco by four p.m.

It will be necessary to phone the Junior Chamber, EXbrook 4511, and make reservations, including the number of guests. Reservations must be made by Wednesday, April 24th.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (included in Annual Dues). Entered as Second Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

Plans for San Francisco's observance of the annual national "Foreign Trade Week" from May 19-25 are now under way, R. E. Waterlow, committee chairman, announced today, with a program of events scheduled to stimulate greater public interest and increased participation by commercial interests in world trade.

● **Organizations sponsoring** the citywide observance are: San Francisco Foreign Trade Association, San Francisco Chamber of Commerce, Propeller Club, Marine Exchange, San Francisco Junior Chamber of Commerce and San Francisco Junior Foreign Trade Association.

"San Francisco has long enjoyed a prominent position as a center of world trade, shipping, insurance and finance," declared Waterlow, "and this position must be maintained and enlarged in order that world trade will assume an increasingly important part of the Northern California economy and full production and employment may be maintained in the years ahead."

● **Theme of the national observance** this year is "World Trade Puts Men to Work," and the program will be centered around National Maritime Day which will be held May 22.

Waterlow will be assisted by M. A. Cremer, vice-chairman; Alvin C. Eichholz, coordinator; and William B. Loomis, secretary.

Chairmen of the various working committees are: Robert Taylor, finance; R. V. Winquist, liaison; T. D. MacMullen, publicity; W. J. Gilstrap, radio; J. Roger Deas, speakers; Fred Galbreath, speaking contest; M. A. Cremer, special meetings; and Lloyd Mazzera, International Dinner.

C of C DEPARTMENT RECORD

In one month, March of this year, the Chamber's Domestic Trade Department handled 407 letter inquiries, of which 350 were letters from buyers.

● **This is the heaviest volume** of letter inquiries received by the Domestic Trade Department in the history of the Chamber. It does not include the great number of telephone inquiries handled each month by the Department.

In March of last year, 231 letter inquiries were received, of which 174 were letters from buyers.

NOTICE

To consolidate the issuance of information on world trade topics, the World Trade Department is combining Foreign Trade Tips and International Bulletin into one publication to be distributed twice monthly to a special mailing list of export-import firms, manufacturers engaged in overseas trade, and those individuals, firms and organizations having operations and interests related to the field of international trade.

● **Any readers of Bay Region Business** who are not now also receiving the International Bulletin and who would like to be put on its mailing list are asked to write to the World Trade Department, San Francisco Chamber of Commerce, 333 Pine Street, San Francisco 4.

Henceforth there will be *no* Foreign Trade Tips appearing in *Bay Region Business*.

Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, April 25, 1946 | Number 17

WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• **LUMBER**

Gradual easing of the tight domestic lumber supply should be possible during the remainder of 1946, as some factors heretofore retarding production have improved, according to the Department of Commerce.

A study of the current domestic lumber situation by the Forest Products Section recently made public states that the normally more favorable weather, a growing labor force, priorities assistance for producers in obtaining scarce equipment, and recently raised ceiling prices for certain kinds of lumber should stimulate output in the second quarter of 1946.

Lumber production in the second quarter of this year is estimated in the report at 8 billion board feet, or about 30 percent more than in the first quarter and 2 percent more than in the second quarter of 1945. This estimate is 7 percent below the second quarter average for the previous 7 years, the report points out.

• **HOUSING**

Congress has appropriated an additional $253,727,000 under the increased Lanham Act. This will enable the National Housing Agency to provide localities and educational institutions with an estimated 102,000 more units of temporary housing for distressed families of veterans and servicemen.

The funds will be used by the Federal Public Housing Authority, an NHA constituent, primarily to dismantle and move surplus military barracks to areas of critical need and convert them to temporary housing for veterans. An earlier appropriation, made in late December 1945, provided funds for the relocation of approximately 100,000 temporary units. More than 95,000 units had been allocated for veterans' housing to local government and colleges by March 22. Like the first group, the additional 102,000 temporary units will be assigned for the exclusive use of distressed families of veterans and servicemen.

A new provision in the authorization makes Lanham Act funds available for expenses of processing priorities and allocation of materials for public and private housing for the Veterans Emergency Housing Program, and also provides that expenses of administration of the program will include those of the Housing Expediter for performing functions that will facilitate housing for veterans.

At the present writing, the Housing Authority of San Francisco has been allocated 1200 units for veterans' housing, and San Francisco State College and San Francisco Junior College another 135 units.

Cyrus Ching, Industrial Relations Head, to Speak Here on May 2

Cyrus S. Ching, Director of Industrial and Public Relations of the United States Rubber Company, will speak to San Francisco businessmen at a luncheon Thursday, May 2, sponsored by the San Francisco Chamber of Commerce and Commercial Club in the Club's dining room.

"A Pattern for Industrial Peace" will be the subject of Ching, who has gained national fame as an effective arbiter between labor and management.

• **Ching's career in industrial relations** dates back to 1918 when, as executive of the Boston Elevated Railroads, he amicably settled a stubborn strike.

In 1941 President Roosevelt appointed him a member of the National Defense Mediation Board. He served the entire life of the Board and in December 1941 became one of the twelve industry members of the Industry-Labor Conference out of which grew the War Labor Board. He became a member of this Board where he served until 1943 when he returned to the U. S. Rubber Company.

For a period in 1941 he served as chairman of the committee to convert the automobile industry to war work. He is also a former chairman of the Board of the China-America Council.

Series of World Trade Courses Begin in S. F. April 29

Success of the first annual Institute of World Trade held in January and continuing demand for personnel trained in the techniques of importing and exporting has prompted the San Francisco Bay Area World Trade Promotion Committee, the World Trade Department of the San Francisco Chamber of Commerce and the Division of Business Administration, University Extension, University of California to collaborate in planning a sequence of classes to be offered at the San Francisco Extension Center, 540 Powell Street, beginning April 29.

A series of sixteen classes constitute the focus of the planning. Completion of ten classes will entitle the student to a certificate in foreign trade. Instructors have been chosen from among the operating executives of several San Francisco business organizations engaged in the various phases of international trade.

Lundborg at U. S. Meet

Louis B. Lundborg, general manager of the San Francisco Chamber of Commerce, has left for Atlantic City, New Jersey, where he will attend the annual meeting of the U. S. Chamber of Commerce on April 30-May 2.

Lundborg, who is chairman of the U. S. Chamber's Commercial Organization Department Committee, will also hold a meeting of that group during the conference.

Domestic Trade Group Visits Santa Maria, San Luis Obispo

Members of the San Francisco Chamber of Commerce Board of Directors and Domestic Trade Committee left today on a "good neighbor" visit to Santa Maria and San Luis Obispo.

• **Second event** in the Domestic Trade Committee's 1946 program of "good neighbor" visits, the trip will be highlighted by an inspection tour of San Luis Obispo Bay and California Polytechnic campus, followed by business calls in that area.

Members of the party will be entertained that evening at a cocktail party and dinner by a delegation from the Chambers of Commerce in San Luis Obispo and Santa Maria.

John Puerifoy Named Special Assistant to Secretary of State

John E. Puerifoy, well known to many San Franciscans when he was here as Special Assistant to the Secretary General of the United Nations, has been appointed Special Assistant to the Under Secretary of State.

Puerifoy was formerly Deputy Director, Office of Public Affairs, and for a short time served as Deputy Director, Office of International Information and Cultural Affairs.

In January of this year he went to London as Deputy Secretary General, representing the United States at the United Nations General Assembly.

● **Puerifoy** attended the American University and George Washington University in Washington, D. C. He entered the State Department in 1938 as an Economic Analyst after serving in that capacity with the Department of Labor.

New Organizations Lists Now Available to C of C Members

Lists of the numerous associations and organizations in San Francisco are now available to Chamber of Commerce members in the Chamber's Research Department.

● **More than 1000 local associations** and organizations of interest to the membership and leading civic and governmental agencies in San Francisco are included on the lists under the following headings: Agriculture; Business; Civic and Improvement; Foreign; Military; Government and Political; Industrial and Trade; Professional; Religious, Social and Historical; Transportation and Luncheon.

● **Typical of the new organization lists** is the file on Professional organizations, under which are classified Architecture; Arts and Letters; Education; Engineering; Legal; Library; Medical, Dental and Health; Nursing, and Research and Scientific.

The Research Department also compiles special lists to serve repeated requests in certain activities in the business, education and social fields.

NOTICE

"Party who has set himself up as manufacturer's agent in Northwest desires several good local lines in the building materials field. Has widest acquaintanceship among building material, lumber and hardware people in five Northern States.

"Further particulars available from the Domestic Trade Department."

Ten "Rancheros" to Lead Membership Drive Appointed

Ten "Rancheros" have been named for the San Francisco Chamber of Commerce Membership Campaign, May 14 to 17, Frank E. Bodine, drive chairman, announced today.

● **At an initial meeting** plans were laid for over 300 of San Francisco's top business leaders to work with the "Rancheros" in telling of the Chamber's progress and future plans.

In outlining the theme of the drive, Louis B. Lundborg, general manager of the San Francisco Chamber, declared that "San Francisco now has a golden opportunity to reach new peaks in the trade and business markets of the community, the nation and the world."

In line with this expression of confidence, the slogan for the drive is: "Now is San Francisco's Golden Opportunity."

Chairman Bodine, addressing his "Rancheros," said, "This is a crucial time in the business history of our city and a strong, well-financed Chamber of Commerce will be an important asset to this new chapter in the history of San Francisco."

● **John Ek,** manager of the Chamber's Membership Department, outlined campaign procedure and organization to the "Rancheros."

Contra Costa County Supervisor Honored

"Looking Ahead With Sam Ripley in His District" was the subject of a talk delivered by G. L. Fox, Manager of the San Francisco Chamber's Industrial Department, at last week's meeting of the Richmond Rotary Club. The meeting was devoted to honoring Samuel Ripley, Supervisor of the First District of Contra Costa County.

W. J. Buchanan of Pittsburg, veteran chairman of the Board, other Contra Costa County supervisors, Judge A. F. Bray, and others joined in paying tribute to Supervisor Ripley. P. M. Sanford, President of the Club, was chairman of the day.

IN APPRECIATION

The Chamber wishes to thank the members present at the Donald M. Nelson luncheon for their sportsmanlike attitude when it was announced that all planes from Los Angeles, including Nelson's, were grounded.

March Industrial Expansion...

By the Chamber's Industrial Department

March 1946 industrial development for Northern California exceeded March 1945 expansions by over $5,000,000, according to tabulations of the San Francisco Chamber's Industrial Department.

● **Ninety-two new plants** with outlays to total $6,518,000, and 66 expansions of existing factories costing $4,798,000 for a grand total of 158 projects and $11,316,000 in expenditures were reported last month. Comparative figures for March 1945 were 30 new plants at $4,164,700 and 25 expansions representing $2,100,000 for a total of 45 projects costing $6,264,700. The March 1946 developments exceed February 1946 by more than $1,000,000.

● **Bay Area** (12 County) and San Francisco figures for March 1946 are as follows:

Bay Area new plants—77 costing $4,718,000.
Bay Area expansions—59 costing $4,503,000.
Total projects—136 costing $9,221,000.
San Francisco new plants—22 costing $1,931,000.
San Francisco expansions—26 costing $881,500.
Total projects—48 costing $2,812,500.

The new San Francisco plants will provide about 550 new jobs while factory expansions in the city will create approximately 140 additional jobs.

● **Total 1946 new plants** and expansions for Northern California up to April 1 were 370 projects with outlays of $29,963,800. Comparative figures for the same period in 1945 were 140 projects for $18,335,700.

Following are some of the new developments for San Francisco and the Bay Area for March:

● **Rosetti West Coast Lithograph Corporation,** 5700-3rd St., San Francisco, subsidiary of New Jersey concern, purchased 120,000 sq. ft. building at above address for large lithograph plant. Will install equipment and start production in late summer. Investment to approach $1,000,000 and will afford over 100 new jobs.
● **N. Rothman,** 742 Market Street, San Francisco, will build $250,000 garment factory at Hillside and Linden Avenue, South San Francisco.
● **Gears, Inc.,** 1320 Ocean Avenue, San Francisco, leased shop at above address and will install more than $50,000 worth of gear cutting equipment. New plant will create about 15 new jobs.
● **Sierra Candy Company,** 729-49 Front Street, San Francisco, purchased 88,000 sq. ft. 4-story building. Will make extensive alterations and install new equipment for large modern candy factory.
● **Norton Wool Company,** S/E Revere and Griffith, San Francisco, will erect $45,000 1-story wool processing plant for expansion of facilities.
● **Guittard Chocolate Company** will construct $22,000 10,000 sq. ft. building in rear of premises at 224 Folsom Street, San Francisco, for expansion of factory space.
● **Pacific Vinegar Company, Inc.,** 24th and Welcome Street, Richmond, starting construction on large new plant to manufacture wine vinegar.
● **Clifton Flonaker,** Emerson Street, Palo Alto, will erect new $30,000 printing shop.
● **Frederick G. Haase,** Perkins, Sacramento County, will erect new $200,000 slaughter house, food processing and freezing plant.
● **Marin Beverage Company,** San Rafael, Marin County, will erect $40,000 buildings for new bottling plant.

C of C Insurance Group Issues Report on Insurance Coverage

To clarify the problems of adequate insurance coverage under today's economic conditions, the Insurance Department of the San Francisco Chamber of Commerce has issued the following report:

"The rising values of property require more insurance.

"Everyone is aware of high costs, rising values, and the lower purchasing power of the dollar. Yet many do not realize that these increased values are leaving their homes and other property without sufficient fire and other kinds of insurance.

"If a home or other property is destroyed or badly damaged by fire, the replacement costs will be at current market prices.

"An insurance policy which is based on values considered adequate in September 1939 should be increased by 27% to 60%, depending on locality and type of construction, to bring it in line with present replacement costs.

"Fire insurance adjusters are discovering that because a building is under-insured there is oftentimes not sufficient money recoverable to replace or rebuild it.

"Most fire insurance policies are written on a three-year basis. Therefore, a policy purchased in 1939 would be renewed in 1942, and again in 1945. Unless, on one of these renewal dates, an increase was made in the amount of the insurance to correspond with the increased value of the property, the average person has only enough insurance to cover his 1939 values

● **"Coinsurance requires adequate protection.** Adequate insurance usually is needed even to cover partial losses because if the policy holder has not carried enough insurance to satisfy the coinsurance clause, he can only recover a portion of his loss.

"A coinsurance clause is, in effect, an agreement by the policy holder to maintain his insurance up to a specified percentage of the actual value of the property. By making this agreement he secures a lower insurance rate. But if he fails to keep his insurance up to the amount required by the agreement, he will only be able to collect a part of his loss.

"For example, an owner who, five years ago, was adequately insured by a $40,000 policy with an 80% coinsurance clause might well find that the present value of the property is $100,000 instead of $50,000 and in a settlement of a $10,000 partial loss, he would be entitled to receive only one-half of $10,000 or $5,000 on a $10,000 claim.

"Under-insurance applies with like force to every line of insurance. Jury awards are higher. Third party liability claims which formerly could have been settled for $2,000 now require $3,000 or more.

"Thirty claims under burglary insurance policies, picked at random, showed the total property stolen exceeded $100,000. The insurance company paid the full policy limit but because the owners had not carried enough insurance, they recovered less than $50,000.

"CHECK YOUR INSURANCE WITH YOUR AGENT OR BROKER AT ONCE!"

S. F. GREETING TO HONOLULU

M. B. Carson, president, Honolulu Chamber of Commerce (left), receives certificate of honorary membership in the San Francisco Chamber of Commerce from Capt. H. L. Turner (right), skipper of Pan American Airway's Constellation, which carried the San Francisco Chamber's greeting on its recent inaugural flight to Hawaii. Stewardess Mary Lyman looks on.

Excellent Response to C of C World Trade Index Reported

"Immediate response to the first circularization and to the announcement of the compilation of the World Trade Index of Northern California foreign traders, manufacturers and packers is indicative of the realization of the great stake Northern California has in the future development of world trade," Alvin C. Eichholz, manager of the Chamber's World Trade Department, declared today.

Additional mailings of the Index forms are going forth daily, Eichholz reports, but it is suggested that interested firms request copies to assist in the early compilation of the Index.

Smith Named to Oil Industry Committee

Walter Smith of Tide Water Associated Oil Company, San Francisco, is one of eight oil company executives who have been appointed to a National Lubricants Industry Advisory Committee, according to an announcement by the Office of Price Administration.

The committee, nationally representative of the major oil companies as well as independent refiners and marketers of lubricating oils, will advise OPA on price ceiling problems in the lubricating oil field.

S. F. Residents Urged to Register; Deadline is Today

With the registration campaign sponsored by the non-partisan Joint Citizens' Committee on Registration going into its final phase before the deadline of April 25, every eligible San Franciscan can register conveniently at one of the many branch registration offices located strategically throughout the city.

"Don't neglect your most priceless privilege—your right to vote—which you insure by registration," urged Don Fazackerley, general chairman of the committee.

"There is no excuse for not registering when it has been made so easy. Neighborhood fire stations have deputy registrars from noon to 8 p.m. The City Hall office of the Registrar of Voters is open evenings until 8:30 and on Saturday until 4:30 p.m. Downtown department stores are staffed from 10 a.m. to 5:30 p.m."

● **Using "Value Your Vote" as its slogan,** the joint committee is formed by the San Francisco Junior Chamber of Commerce, San Francisco Center of the League of Women Voters, AFL, CIO and Republican and Democratic county central committees.

Registration requirements are streamlined. Any American citizen who is 21, has lived for one year in the state, for 90 days in San Francisco and for 40 days in the precinct, can register. Citizens who have moved recently or changed their names by marriage must re-register.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6320—MR. BRUCE JESCHIEN, 1185 Keith Ave., Berkeley 8, California, would like to contact manufacturers who are interested in having their products placed in stationery and department stores.

D-6321—HOUCK BROTHERS, 6804 So. Main St., Los Angeles, California, manufacturers of bucking hobby horses, teeter totters and baby strollers, are interested in contacting toy jobbers to distribute their lines.

D-6322—THEO. ROSS AND ASSOCIATES, 835 West Olympic Blvd., Los Angeles, Calif., seeking representative for their liquid cleansing compound. Person would contact wholesale liquor dealers, wholesale grocers, and supply houses of janitor, dairy firms, beauty and barber houses, dental, surgical, hospital, hotel and restaurant firms. Available for shipment in any quantity.

D-6323—MR. ALFRED L. ARNOLD, 1216 37th Avenue, Seattle, Washington, interested in representing local manufacturers of mechanical or electrical equipment on the West Coast. Has had experience in contacting industrial and municipal accounts, automotive, electrical, hardware and radio jobbers.

D-6324—JOHN T. BERDAN, Stage Road, La Mirada, California, looking for a representative in this area to handle his waterproofing solution, dry flies, DDT products and all purpose cleaner.

D-6325—MR. L. H. HOOVER, 3519 Oak Lawn, Dallas, Texas, interested in representing local manufacturers in Texas.

D-6326—RICSO SALES, P. O. Box 6633, Honston 5, Texas, would like to represent San Francisco manufacturers of hardware, builders and automotive supplies in Texas.

D-6327—Western Distributing Co., 140 E. Commercial Row, Reno, Nevada, interested in representing ocal manufacturers of general merchandise in the Reno area.

D-6328—KRAUSE & HOGAN, 1142 Howard Street, San Francisco 3, California, interested in contacting salesman to sell their fancy and plain furniture and upholstery nails in the Bay Area. Commission basis.

D-6329—MR. CHARLES H. SIMMONS, 2000 Fourth Avenue, Seattle, Washington, would like to represent local manufacturers in the Seattle area.

D-6330—MR. A. L. CANSHER, 4220 Dixie Drive, Houston, Texas, is interested in securing a distributorship for the Gulf Coast Area. Can invest money if necessary.

D-6331—WESTERN DISTRIBUTING CO., 140 E. Commercial Row, Reno, Nevada, would like to contact local manufacturers who desire distribution for their products in Reno and vicinity. Handle all types of general merchandise and cater to retailers, dealers and agencies of all types.

D-6332—GERTNER & WITTMAN CO., 505 Fifth Avenue, New York 17, New York, desire to act as sales representatives for manufacturers of hardware, household articles, electrical appliances and kindred lines. Will contact wholesalers, jobbers, department and chain stores.

D-6333—LUMBER DEALERS INC., 1301 Wazee St., Denver 17, Colorado, interested in acting as distributor for San Francisco manufacturers of building materials. Have warehouses located to cover Colorado, Montana, Wyoming, Nebraska, Kansas and parts of New Mexico.

D-6334—MILLER FOOD PRODUCTS CO., 3451 Whittier Blvd., Los Angeles 23, California, would like to act as distributors, brokers or wholesalers for manufacturers or packagers of food items.

D-6335—MR. EVERETT A. YOUNG, 433 Market Street, Lewisburg, Pennsylvania, would like to represent local manufacturers in Central Pennsylvania.

D-6336—MR. WILLIAM E. ODELL, 7569 Buckingham Drive, St. Louis 5, Missouri, is desirous of adding several West Coast lines to his agency. Interested in building and construction and wholesale and retail specialty lines. Covers the Middle-West area.

D-6337—MR. SAMUEL GREENBERG, 2128 Green Street, Philadelphia 30, Pennsylvania, interested to act as a representative for San Francisco manufacturers of ladies sportswear, or other soft goods. Has contact with department stores and specialty shops in Philadelphia, Chester, Wilmington, Baltimore, Washington and Eastern Pennsylvania.

D-6338—MR. E. J. SMITH, 191 Sherman Avenue, New Haven, Connecticut, would like to contact local manufacturers and represent them in the New England Area. Has warehouse space.

D-6339—FLEXIBLE SEAL PLATE COMPANY, INC., 161 Spring Street, N. W., Atlanta 3, Georgia, interested in a manufacturer or distributor to handle their flexible seal plate, used in all types of concrete construction. Should appeal to some manufacturer specializing in metal fabrication or warehouse jobber contacting architects, engineers, contractors and dealers in construction supplies and materials.

FOREIGN TRADE TIPS

VISITORS

In accordance with the announcement last week, April 18, Foreign Trade Tips will henceforth appear in the International Bulletin of the World Trade Department. Occasionally, however, foreign visitors will be coming to town for only a few days and when it becomes impossible to make announcement in International Bulletin before their departure time, notices of their arrivals and interests will be published in *Bay Region Business*. It is understood that the San Francisco Chamber of Commerce does not take responsibility for the reliability of firms listed. Lists of references may be consulted at World Trade Department.

SWEDEN—Mr. A. T. Holmberg of Stockholm, Sweden, stopping at the St. Francis Hotel, Room 1173, would like to make connections with packers and canners of dried fruit and other produce; seeks agencies.

COLOMBIA—Mr. Joaqnin Molano Campuzano of Bogota, Colombia, is offering Colombian band made products, such as ladies' bags, rope sandals and purses to match, leather goods, native woods, vegetable and medicinal products. Would like to sell or appoint representative here for sale of products. May be reached at 1673 MacArthur Blvd., Oakland. Telephone Kellog 35494.

SURPLUS PROPERTY

The Domestic Trade Department has been notified of the following offerings of surplus materials in the Bay Area:

By the Navy Material Redistribution and Disposal Office, 785 Market Street. Sales Catalog B-373-46 until 10:00 A.M., May 1, on one each ½ HP, 3 HP, and 5 HP electric motors; 440 volt controller; 220 volt distribution panel frequency meter; Jensen-type reproducer; and one set of spares for L. J. Wing ventilation fan, Model DM-65;

- **Sales Catalog B-372-46** until 10:00 A.M., May 2, on 6,000 wooden boxes ranging in size from 1 to 6½ cu. ft. capacity;
- **Sales Catalog B-365-46** until 10:00 A.M., April 30, on two lots of galvanized steel bolts with nuts and cotter keys hex. heads; one lot of galvanized steel bolts hex. heads without nuts, unthreaded; and on one lot of galvanized steel bolts hex. heads without nuts. Varying sizes in each lot and all in new-good condition;
- **Sales Catalog B-375-46** until 10:00 A.M., May 1, on 6 typewriter desks, 40 straight spring and swivel-back chairs, and on 12 tables. Used-condition fair;

Members interested in the various types of surplus materials being disposed of by the Maritime Commission in this area should contact W. K. Dodworth, Sales Agent, Room 998, 200 Bush St., San Francisco, GA 3715, Ext. 289. The time interval between offering and closing dates is too close to enable us to report them in *Bay Region Business*. A mailing list is maintained by the Maritime Commission.

The War Assets Administration, 30 Van Ness Avenue, San Francisco, is conducting a series of motor vehicle sales covering the states of California and Nevada. There are different sales periods in sequence for the various priority gronps and dealers. The proper contact is the War Assets Administration, 30 Van Ness Ave, UN 2425.

New West Coast Magazine Due Soon

A new magazine devoted entirely to the people and places of the West Coast will be on the newsstands in June.

- **The new magazine** is *West Coast*, and it will feature only authors and artists from the Pacific Coast, in addition to containing articles, stories and features relating to the far west.

Other features of *West Coast* will be a schedule of events for the major Pacific Coast cities, sports column, and a fine arts column devoted to the promotion of the paintings, music, theatre and writings of the Pacific Coast.

General Boatwright Is Vice President, Globe Wireless

Brigadier General Walter P. Boatwright has been elected vice president of Globe Wireless, Ltd., according to an announcement by R. Stanley Dollar, president.

General Boatwright has established headquarters in San Francisco, where he is in charge of all Globe operations, including communications and wireless.

- **General Boatwright** recently retired from the U. S. Army after 38 years service. Last year he was awarded the Distinguished Service Medal for his meritorious services as Chief of the Tank Automotive Center in Detroit.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

Bay Region Business

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Foreign Trade Week Events Announced

MEMBERSHIP "RANCHEROS"

Meeting of "Rancheros" for Membership Campaign:—(left to right, standing) Art Bragg, General Electric Company; Wilfrid L. Wylie, Bank of America; P. J. Pierath, Shell Oil Company; Gayle Grubb, KGO; William Collier, Leo J. Meyberg Company; Harry A. Lee, Pacific Gas & Electric Company; (seated) Belford Brown, San Francisco Bank; Alex Von Hafften, Chain Stores Assn.; Frank E. Bodine (chairman), Westinghouse Electric Corporation; John Gibson, John Gibson Company; A. P. Hardy, Southern Pacific Company; (seated on floor) John Ek, manager, Chamber's Membership Department.

Area Aviation Group Studying CAA Proposal on Repair Bases

A special study group of the Bay Area Aviation Committee will meet tomorrow to consider a proposal by the Civil Aeronautics Association that it establish and operate its own air repair bases throughout the country.

The CAA proposal has met with opposition from the aviation industry, particularly on the part of operators of private repair and maintenance facilities.

Following an examination of the proposal, the study group will submit its recommendations to the Bay Area Aviation Committee, which will hold its next meeting on May 10.

● **Members of the group** are: L. A. Elsener, chairman; J. H. Helms, E. P. McCall, and Chester Bekins.

Bodine's Goal: To Beat Last Year's Record

Four hundred and fifty-six new members were enrolled in the record-breaking Chamber membership drive of 1945, bringing the total membership to approximately 5,500.

Winning teams were led by F. R. Meyer, Standard Oil Company; R. D. Brigham, Anglo California National Bank; and F. E. Bodine, Westinghouse Electric Corporation.

● **Goal of the 1946 teams,** according to F. E. Bodine, campaign chairman, is to top 6000.

"Enthusiasm is catching," Bodine declared. "Our teams are confident of beating last year's record.

"Now is San Francisco's Golden Opportunity!"

Special events commemorating Foreign Trade Week, May 19-25, were announced today by the Foreign Trade Week committee selected by the Foreign Trade Association of the San Francisco Chamber of Commerce.

"San Francisco plans to stage the greatest program for Foreign Trade Week in its history," declared R. E. Waterlow, chairman of the Foreign Trade Week committee. "Every organization, every facility in the city, is cooperating to make the occasion a significant one."

● **Observance of Foreign Trade Week,** Waterlow said, will be coordinated with that of National Maritime Day, which falls on Wednesday, May 22.

Maritime Day will begin at 9:00 A.M. with a memorial ceremony at Golden Gate Bridge. Capt. H. J. Tiedemann of the U. S. Maritime Service will officiate at the ceremony which will honor seamen killed in World War II.

● **At 10:45 A.M.** a parade of floats, bands and marching units will march down Market Street in a salute to the maritime industry.

Following the parade the National Maritime Day Committee will hold a luncheon at the Commercial Club at which Mayor Roger D. Lapham will be guest speaker.

The rest of the day will be taken up by dinners and dances sponsored by various organizations throughout the city.

From May 13 to May 31 the Marine Exchange will offer an exhibit of maritime and world trade displays.

● **Other events** scheduled during Foreign Trade Week include an essay contest to be held in San Francisco schools, radio forums, and a fashion show sponsored by the Women's Chamber of Commerce.

A large number of service, commercial and professional organizations will hold special meetings during the week in observance of Foreign Trade Week.

● **Climaxing the week's activities** will be an International Dinner for the foreign consular corps and international organizations which will be held on Friday, May 24.

Organizations sponsoring the citywide observance are: San Francisco Foreign Trade Association, San Francisco Chamber of Commerce, Propeller Club, Marine Exchange, San Francisco Junior Chamber of Commerce and San Francisco Junior Foreign Trade Association.

General Business Activity

Thumb Nail Sketch: by the Research Department

• Trend

During the first quarter of 1946 the trend of business activity in San Francisco was practically identical to that of a year ago as measured by our index. There were, however, many changes and wide contrasts within individual fields between the two periods; for example, building permits, real estate sales, and stock exchange transactions soared above last year while in several other fields, such as the manufacturing industries, freight car movements, postal receipts, and placements, a decided settling occurred.

Our March index of general business activity rose to 218.0 compared to 189.6* (see bottom of page 3) in February and 218.1 in March a year ago. The three months average of 204.9 was but 1.8 per cent above last year.

March real estate sales in San Francisco made an all-time monthly top of $25,861,896, while the March rush to record building permits before Federal restrictions were established resulted in a total of $12,718,603 or better than 9 times the volume of last March. Although non-residential permits accounted for nearly two-thirds or slightly over $8,000,000 and were nearly 24 times the level of last year, the residential permits for 362 dwelling units amounted to over $2,000,000 and were 69 per cent above last March.

• Manufacturing Industries

While the machinists returned to work on March 18 the regular monthly report on the manufacturing industries taken as of the middle of the month revealed the employment level in this field to be below the 1940 average. However, payrolls were up nearly 56 per cent over 1940, but compared to last year the employment and payrolls were off about two-thirds.

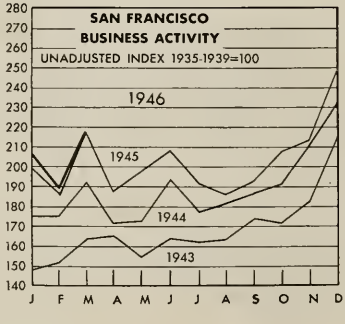
The number of wage earners reported employed in the manufacturing industries as of March 15 amounted to 83,000 of which 34,400 were in the durable industries and 48,600 in the non-durable Compared to a year ago the average March weekly earnings amounted to $48.27 compared to $59.77, average hourly earnings amounted to $1.27 compared to $1.334, and average hours worked per week 38 compared to 44.8.

Industrial development projects during March announced by the Chamber's Industrial Department for Northern California totaled 158 projects with total expenditures amounting to $11,316,000 or nearly $5,000,000 above March a year ago. These included 92 new plants with outlays of $6,518,000 and 66 expansions in established factories to cost $4,798,000. Of the Northern California March total, Bay Area accounted for 136 projects valued at $9,221,000. The three months' cumulative for Northern California climbed to 370 projects calling for outlays of $29,963,800 compared to 140 projects with outlays of $18,335,700 last year.

• Employment Status

Reports for 18 cities in the San Francisco Bay Area to the California Department of Employment for the week ending April 18 reveal total unemployment claims of 77,931 compared to the State total of 349,961. During the five-week period March 14 to April 18 a steady decrease in the total claims filed occurred each week compared to the preceding week. In San Francisco, out of a total of 22,999 claims, 13,710 were reported compensable and 6,050 were veterans continued claims.

Job openings in San Francisco Bay Area increased from 9,918 on March 7 to 11,518 on March 25, the highest since January, according to the U. S. Employment Service. Clerical, sales, and service occupations offer the greatest number of opportunities and accounted for 60 per cent of the requests for all groups.



• Retail Trade

March department store retail dollar sales in San Francisco were reported up 1 per cent with the sales in the metropolitan area showing no gain. However, the first quarter sales for both San Francisco and Oakland were up 6 per cent. With Easter falling late in April this year and in March a year ago, the comparison for both the month and the first quarter sales were undoubtedly influenced by this condition. Preliminary estimates, however, reveal that San Francisco retail department store sales during the three weeks prior to Easter this year were actually about 16 per cent above a year ago.

March sales in both the Central Valley and California were up 6 per cent while sales in Southern California were up 10 per cent and 12th District sales were up 7 per cent. The first quarter sales in the Central Valley and Southern California were up 13 per cent with sales in California up 11 per cent and 12th District 10 per cent.

• Wholesale Trade

Wholesalers sales on the Pacific Coast in February, the latest report, were 16 per cent above February a year ago while sales in the United States were up 21 per cent. Substantial sales gains were reported for many lines over a year ago.

Machinery sales were up 87 per cent, tobacco 45 per cent, industrial supplies 38 per cent, shoes and footwear 28 per cent, auto supplies 27 per cent, hardware 21 per cent, and groceries 20 per cent. Machinery and electrical goods were the only groups to show lower sales than a year ago.

• Cost of Living

Food costs during March, according to U. S. Department of Labor, were up 1.4 compared to March last year, with the index at 148.3. Reports on all items for March were delayed but February index amounted to 133.4 compared to 131.2 in February a year ago or representing an increase of 1.7. The clothing item in February showed the greatest increase and amounted to 3.7 per cent while house furnishing goods showed a decrease of 0.5 per cent.

Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY		MARCH 1946	MARCH 1945	PER CENT CHANGE	1946 3 MONTHS	1945 3 MONTHS	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY							
San Francisco C. of C. Index 1935-39 Avg. = 100		218.0	218.1	0.0	204.9	201.3	1.8
CONSTRUCTION PERMITS							
Total	(number)	883	496	78.0	21,746	1,189	82.8
	(value)	12,718,603	1,334,705	852.9	17,952,761	2,721,453	559.7
Residential, New	(number)	291	153	90.2	420	326	28.8
	(value)	2,060,174	753,000	173.6	2,911,174	1,582,500	84.0
Dwelling Units	(number)	362	214	69.2	831	457	81.8
Single-family Dwellings, New	(number)	227	92	146.7	601	195	208.2
	(value)	1,313,074	331,000	296.7	3,485,944	695,500	401.2
Non-Residential, New	(number)	92	7	1,214.3	148	22	572.7
	(value)	8,009,480	334,450	2,294.8	8,827,330	427,235	106.6
Additions, Alterations and Repairs	(number)	500	230	117.4	1,212	552	119.6
	(value)	2,648,949	220,300	1,102.4	4,126,047	636,837	547.9
REAL ESTATE							
Sales	(number)	2,286	1,613	41.7	5,818	3,966	46.7
	(value)	25,861,896	17,247,045	49.9	69,622,466	43,226,589	61.1
Mortgages and Deeds of Trust	(number)	1,771	1,523	16.3	4,584	3,464	32.3
	(amount)	16,557,139	9,604,394	72.4	41,396,779	22,398,187	84.8
RETAIL DEPARTMENT STORE SALES							
San Francisco	(index)	223	210	6.2	209	193	8.3
FINANCE							
Bank Debits	($000)	2,037,794	1,980,845	2.9	5,576,452	5,237,442	6.5
Bank Clearings	($000)	1,468,615	1,396,821	5.1	4,820,274	3,876,884	10.4
Postal Receipts	($)	1,388,468	3,134,784	−55.7	6,677,252	15,252,721	−56.2
San Francisco Stock Exchange	(no. shares traded)	1,481,425	705,029	110.1	4,769,143	2,096,821	127.4
	(market value)	18,542,223	14,178,131	30.8	68,918,143	42,287,337	63.0
COMMERCIAL FAILURES	(number)	1	1	0	4	3	33.0
Liabilities	($)	1,564	1,879	−16.8	40,741	75,923	−44.3
Assets	($)	7,781	190	....	46,816	435	....
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)							
Employment	(index)	99.2	254.7	−61.1	98.1	282.0	−65.2
Payrolls	(index)	156.2	486.9	−67.1	154.9	538.7	−71.2
NON-MANUFACTURING INDUSTRIES (5 Co.'s) (a)							
Laundering, Cleaning, Dyeing	(payroll)	167.0	164.6	1.5	166.2	165.8	0.2
Wholesale Trade	(payroll)	162.8	150.9	7.9	158.0	148.4	6.5
Retail Trade	(payroll)	159.9	139.2	14.9	155.2	137.6	12.8
Hotels	(payroll)	222.6	206.8	7.6	221.6	198.8	11.5
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.		3,577	12,918	−72.3	12,094	37,398	−67.7
Industrial Placements	(number)	2,610	11,815	−77.9	9,314	33,955	−72.6
Commercial Placements	(number)	967	1,103	−12.3	2,780	3,443	−29.3
TRANSPORTATION							
Freight Car Movements	(number)	22,926	31,735	−27.8	65,314	90,516	−27.8
San Francisco Airport Traffic	(no. planes)	3,585(d)	2,424	....	7,268(e)	6,773	....
	(no. passengers)	57,877	29,419	96.7	151,680	82,342	84.2
Express Shipments—Rail	(number)	421,827	367,637	14.7	1,180,920	1,007,885	17.2
Air	(number)	16,491	11,947	38.0	44,153	30,284	45.8
Air Mail Loaded	(pounds)	616,418	2,960,797	−79.2	2,252,879	6,586,468	−65.8
WORLD TRADE							
Vessel Arrivals with Cargo	(number)	274	272	0.7	745	777	−4.1
	(net registered tons)	1,156,901	1,184,231	−2.3	3,337,664	3,312,618	0.8
Vessel Departures with Cargo	(number)	242	300	−19.3	790	831	−4.9
	(net registered tons)	1,042,116	1,309,699	−20.4	3,391,402	3,601,209	−5.8
UTILITIES & NEW DEVELOPMENTS							
Electric Energy Sales Index	(k.w.hrs.)	188	192	−2.1	194	199	−2.5
Industrial & Commercial Gas Sales	(cu.ft.)	1,041,948,600	1,098,296,600	−5.1	3,270,837,200	3,341,577,700	−2.1
Water Consumers	(net gain)	260	270	−3.3	696	679	2.5
Tourist & Settler Inquiries	(number)	297	129	130.2	658	225	192.4
DAIRY RECEIPTS, FRUITS & VEGETABLES							
Butter	(pounds)	579,699	5,033,197	−88.5	2,141,543	12,338,512	−82.6
Cheese	(pounds)	1,059,268	1,137,773	−6.9	3,746,280	3,600,670	4.0
Eggs	(cases)	90,264	118,329	−23.7	275,081	377,523	−27.1
Poultry, Dressed	(pounds)	1,664,731	687,272	142.2	5,698,549	5,044,797	13.0
Fruits & Vegetables	(carlots)	1,684	1,675	0.5	5,114	4,979	2.7
LIVESTOCK SLAUGHTER (b)	(total number)	213,857	198,904	7.5	613,436	536,991	14.2
Cattle	(number)	42,221	44,852	−5.9	132,891	126,057	5.4
Calves	(number)	9,169	10,005	−8.4	24,935	20,614	21.0
Sheep and Lambs	(number)	122,872	112,555	9.2	274,127	291,190	−5.9
Hogs	(number)	39,595	31,492	25.7	181,483	99,130	83.1
S. F. LIVING COSTS 1935-39 Avg. = 100							
Food	(index)	148.3	146.2	....	148.6(e)	146.1	....
Clothing	(index)	147.3(d)	142.1	....	147.1(e)	141.9	....
Rent	(index)	(106.3)(d)	(106.3)	....	(106.3)(e)	(106.3)	....
Fuel, Electricity and Ice (c)	(index)	92.9(d)	92.6	....	92.9(e)	92.6	....
Gas and Electricity	(index)	86.2(d)	....	....	86.2(e)	....	....
Other Fuel and Ice	(index)	113.2(d)	....	....	113.2(e)	....	....
House Furnishing Goods	(index)	129.9(d)	130.5	....	131.2(e)	133.0	....
Miscellaneous	(index)	133.6(d)	132.3	....	133.6(e)	131.6	....
All Items	(index)	133.4(d)	131.8	....	133.7(e)	131.7	....

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California. (b) Federal Inspection—San Francisco District. (c) Gas costs have declined since 1925 and electricity costs since 1921. (d) February 1946, latest available. (e) Two months average.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

*Correction: Commencing with July 1945 a portion of the San Francisco electrical energy sales, exclusive of street lighting and street railway, were inadvertently omitted for each month through February 1946. The indexes for these sales and our general business activity index are both affected by this revision. The revised indexes for each item follow:

		ELECTRICAL ENERGY INDEX		BUSINESS ACTIVITY INDEX	
		Revised	*Old*	*Revised*	*Old*
1945	July	174.3	170.3	192.4	191.6
	August	176.2	172.8	187.6	187.0
	September	171.8	168.1	193.6	192.8
	October	176.7	172.2	209.7	208.8
	November	183.9	179.6	212.0	211.2
	December	193.7	189.2	247.9	247.0
1946	January	205.5	200.1	207.3	206.2
	February	188.6	183.5	189.6	188.6

Jr. Chamber State Conclave Opens May 3

Matthew C. Carberry, president, San Francisco Junior Chamber of Commerce, will head a large delegation to the State Junior Chamber of Commerce Convention in San Diego, May 3, 4 and 5.

• **Space is still available** for the trip to San Diego. For reservations call EXbrook 4517.

Kings County Homecoming Opens

The Hanford Chamber of Commerce will revive the historical Kings County Homecoming on May 10, according to an announcement by Jack Cregger, chairman of the Homecoming Committee.

• **The event** will be highlighted by a two-hour parade to be followed by an "Old Timer" picnic which will be held on the Civic Auditorium grounds.

Exercises will also be held in the auditorium and an Old Fiddlers Contest will be staged in the afternoon. An Old Timer and Hill Billy Dance will climax the day's festivities.

SURPLUS PROPERTY

The following offerings of surplus material have come to the attention of the Domestic Trade Department.

• **By the Navy Material Redistribution and Disposal Office, 785 Market:**

• **Sales Catalog B-381-46** until 10:00 A.M., May 7 on one lot miscellaneous medical dispensary equipment; one magnifying glass; and ten wooden crutches. All in used-good condition.

• **Sales Catalog B-380-46** until 10:00 A.M., May 7 on 2,000 scrap storage batteries.

• **Sales Catalog B-383-46** until 10:00 A.M., May 8 on a quantity of salvable rectangular pontoons.

• **Sales Catalog B-370-46** until 10:00 A.M., May 14 on miscellaneous electrical equipment; bread slicing machine; porcelain toilet bowl; boat hooks; steam whistle; smoke generator; oil burning torch; fire hose nozzles; gas cans; ships' lights; dynamotors and armatures; soil drags; post hole augers; cargo slings; sheaves; miscellaneous galley equipment; blacksmith anvil; machinist vise; quenching oil; plate glass; and fire hose. Condition varies from used-fair to new-excellent.

• **Sales Catalog B-388-46** until 10:00 A.M., May 14 on 60 salvable life rafts.

• **Sales Catalog B-387-46** until 10:00 A.M., May 10 on three sizes of sheaves; steel cable clamps; steel welding pads; and galvanized thimbles.

FOREIGN TRADE TIPS

VISITOR FROM AUSTRALIA

Mr. Keith A. Lavis, Managing Director of United Metal Industries Limited, Deshon Street, Woolloongabba, S.E. 2, Brisbane, is in San Francisco to make connections with manufacturers of domestic stoves; heavy duty stoves; domestic bath heaters, hot water storage systems, washing boilers; heavy duty cooking and food storage equipment; hospital furniture; office furniture; domestic tubular furniture; dairy factory milk and cream handling plant; refrigerator cabinets for ice cream; steel built-in furniture for kitchens; vats and equipment for food industries and textile plants; wheelbarrows, ventilating equipment; domestic steel ice chests. Mr. Lavis is stopping at the Californian Hotel, TU 2500, and will be in town until May 3.

San Francisco Leads in Housing

More housing construction permits have been authorized for San Francisco than any other city in the nation, it was disclosed today by the San Francisco Chamber of Commerce on the basis of figures released by the Civilian Production Administration.

California, Oregon and Washington received the largest number of authorizations for any one section of the country.

• **Veterans of World War II** are to be given sales or rental preference.

San Francisco is scheduled for 17,000 home constructions. The next highest allocations in the nation were for Los Angeles and Detroit which got 16,488 and 15,209 home permits respectively. Of the San Francisco homes authorized, 14,000 will be for sale and the remainder for rent. Sale prices range from $4,499 or less to a maximum of $10,000 including land and improvements. Rental prices run from $39.99 or less to a maximum of $80.00.

• **Total authorizations for homes** to be sold in California, Oregon and Washington were 36,482.

Of the 220,712 authorizations issued nationally, 75 per cent were for units to be sold. The majority of the houses for sale will be in the $7,500 to $8,499 price class. The biggest percentage of the rental units are to be built to rent for $39.99 a month or less.

• **Ratings for the new construction** were issued by the Federal Housing Administration under priorities regulations which direct a certain portion of 17 critical building materials into the construction of dwelling units for veterans.

New Firm to Deal In Metal Supplies

W. R. Marshall and H. W. Squires have formed the firm of Squires and Marshall, according to the San Francisco Chamber's Industrial Department. Initially, the firm will distribute steel shelving, kitchen cabinets and other products of Lyons Metal Products, Inc. Other lines will be added.

Squires, who recently served with the Chemical Warfare Branch of the War Department, formerly was Manager of the Chamber's Industrial Department and Marshall formerly was Pacific Coast vice president for Westinghouse. The new firm will headquarter at 1095 Market Street.

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S. F. Chamber Urges Maintenance of Patent System

Maintenance of the American patent system is advocated by the San Francisco Chamber of Commerce as a result of action by its directors on recommendation of its Manufacturers Committee. The Chamber has issued the following statement of its policy on patent legislation:

"During the past several years there has been a continuous flow of federal legislative proposals designed to establish various forms of compulsory licensing of patents; governmental determination of "reasonable royalties" incident to such licensing; governmental determination of how and to whom patent rights and licenses shall be distributed in the public interest; and general governmental domination of the creative forces of free enterprise and competition in the fields of research and invention. Some of these proposals would result in the complete socialization of inventive genius. Many of the proposals are related, directly and indirectly, to foreign systems and ideologies which have proved no match for our American way.

• **"Much of the industrial progress** and high living standards of the United States of America are attributable to the competitive activities of individuals and tens of thousands of smaller manufacturers.

"This healthy and widespread competition in the creation of new products and the improvement of old ones has been made possible by the incentive afforded by the United States Patent System, which has given assurance of 17 years exclusive management of any patentable invention.

• **"Without this assurance** of exclusive management of their inventions there would be no incentive for manufacturers and independent inventors to continue their self-sacrificing and determined efforts to invent new or improved products which raise the living standards of this country. Neither could they afford to invest in production facilities and prosecute the development and merchandising of a new or improved product without exclusive management rights."

• **Recommendations:**

(a) That the San Francisco Chamber of Commerce actively oppose any legislation that would in any way dilute, diminish, or eliminate the exclusive management rights conferred upon an inventor by the letters patent.

(b) That since patents create jobs by adding new things and new ways of doing things, this continuing source of employment be preserved unfettered.

(c) That a definite and publicized position be taken by the Chamber to the effect that, if American incentive economy is allowed to continue operating as in the past, with proper and compensatory reward for achievement or inventions that contribute to the public welfare, there are living standards ahead for the average American that will far exceed all past levels, and with hope and opportunity still among the most cherished personal freedoms, and

(d) That full cooperation in this field be extended to the National Patent Council, the National Association of Manufacturers, the Chamber of Commerce of the United States, and other organizations, to the end that these basic and essential rights be preserved.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• HOUSING

American citizens who were held as civilian prisoners of war during World War II have been granted the same preference as war veterans in building, buying, or renting houses or apartments under the Veterans' Emergency Housing Program. They have been classed as hardship cases under Priorities Regulation 33 and accordingly are eligible for priorities assistance in building homes of their own, and are entitled to preference in buying or renting. Applications for preference ratings are made at local Federal Housing Administration field offices. Accompanying the application should be an affidavit stating the applicant is an American citizen and was held as a prisoner of war during World War II.

Owners of single-family houses who want to convert their properties into duplex or multi-family dwellings for veterans' occupancy may secure preference ratings for the materials necessary by applying to a field office of the Federal Housing Administration. The application will not need to specify a maximum sales price or rent for the whole property if the owner or a continuing tenant will occupy one dwelling unit. The application must set a shelter rent for the units proposed for rent to new occupants.

• SURPLUS PROPERTY

Sale of surplus consumer goods to educational institutions took a sharp upswing during the first quarter of 1946, totalling well over $10,000,000 in acquisition costs, according to a War Assets Administration report.

Sales price of $2,189,139.46 reflects the 40% discount granted to such institutions in consideration of the benefits which may accrue to the nation by use of such property in educational activities.

Individual sales during this period number 12,313, indicating wide distribution, with average purchases running under $200.

The cumulative number of purchase orders received in the War Assets Administration's regional offices jumped from 1,179 during the week ending March 2, to more than 8,500 orders by April 15, and officials expect the trend to continue upward.

However, educational requirements for increased facilities, as computed by the U. S. Office of Education, far outweigh the present inventory of surplus property—as an example, the dollar value need for engineering and technological research apparatus is 13 times greater than the March 23, 1946 WAA inventory; in maintenance supplies and building equipment, the need exceeds the inventory nine times; in school furniture and classroom equipment, six times.

(Continued on page 4)

Bay Area Leaders at U. S. C of C Annual Meeting, April 30-May 2

The San Francisco Bay Area was prominently represented at the 34th annual meeting of the Chamber of Commerce of the United States in Atlantic City last week.

• Ernest Ingold, former president of the San Francisco Chamber of Commerce and a director of the U. S. Chamber, participated in the sessions held by the Board of Directors.

One of the principal speakers at the general sessions was Almon E. Roth, president, National Federation of American Shipping, Inc., who discussed "The World Outlook for Shipping Services."

• Kenneth Smith, president, California Redwood Association, participated in the meetings of trade association executives, and Harold D. Weber, general manager of the Oakland Chamber of Commerce, played an active part at the meetings of commercial organization executives.

The meeting of the Commercial Organization Department Committee of the U. S. Chamber was conducted by Louis B. Lundborg, general manager of the San Francisco Chamber, who has been serving as chairman of the committee.

• Lundborg and Frank E. Marsh, Washington manager of the San Francisco Chamber, were also active in several meetings of Chamber executives as well as the general sessions of the U. S. Chamber.

Also in attendance at the Atlantic City meeting were W. E. Hammond, Earl Reynolds and C. J. Tobin of the western regional office of the U. S. Chamber in San Francisco, who assisted in directing the Atlantic City sessions.

Oakland, S. F. C of C Groups Agreed on Bay Crossing Survey

Proposal that San Francisco and Alameda counties join in financing a California Toll Bridge Authority survey to determine the type and location of a second Bay crossing was tentatively agreed upon by representatives of both counties at a meeting last week.

• The proposal has been presented for final approval to the San Francisco Board of Supervisors and to the San Francisco and Oakland chambers of commerce.

Under the proposals the San Francisco and Alameda boards of supervisors would contribute $37,500 each to the survey, augmenting the $40,000 which the Toll Bridge Authority has already set aside for the project.

Reprints of Lundborg Public Relations Article Available

"The Chamber of Commerce: A Public Relations Resource," article written by Louis B. Lundborg, general manager of the San Francisco Chamber of Commerce, for The Public Relations Journal has received so much favorable comment that reprints are now being made available.

• The article appeared in the April, 1946, issue of the Journal, published under the auspices of the American Council on Public Relations.

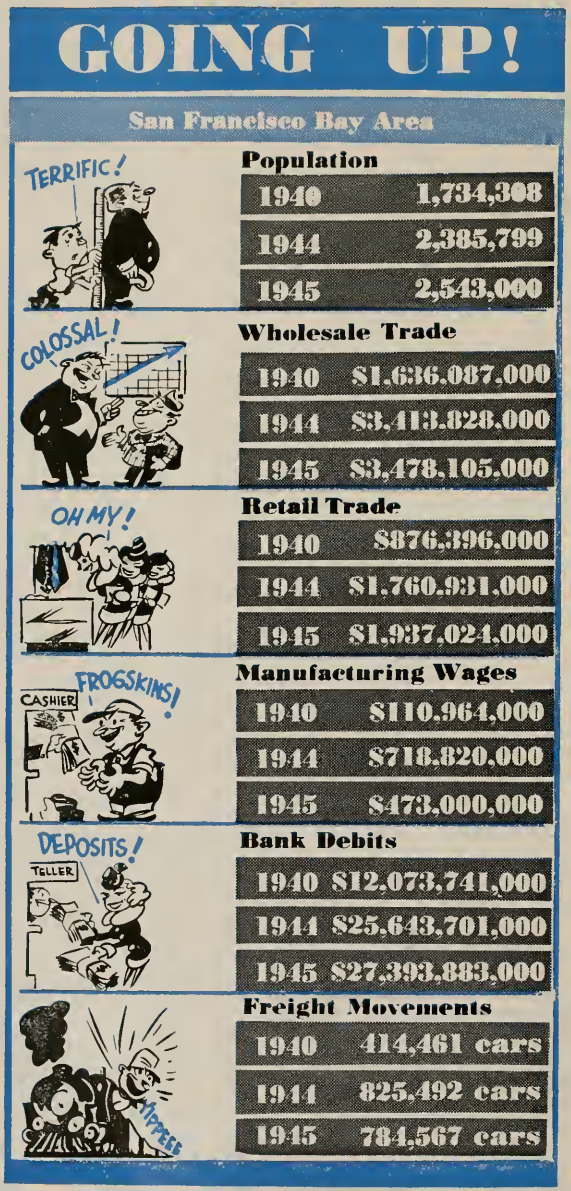
Keynote of the article, as presented in the second paragraph, is set forth, "A chamber of commerce is created as the public relations instrument of the community, and as one of the public relations implements of its members. It is the principal means through which a large segment of public opinion is mobilized on community issues."

Vern Culver Promoted

The Chamber wishes to congratulate Vern Culver on his promotion to vice president of Chanslor & Lyon Company.

Chairman of the Chamber's successful membership drive in 1945, Culver has also been active in Chamber work, having served for a number of years on the Domestic Trade Committee.

"New Maximums and Wide Contrasts"



Complete year-end reports for 1945 on major activities in the Bay Area reveal new maximums established in many fields and wide contrasts between prewar levels. The above chart, based on figures prepared by the San Francisco Chamber of Commerce Research Department, appeared recently in the San Francisco *Call-Bulletin*.

San Francisco to Hold First Western Toy Market in 1947

Plans are now being formulated for holding the first Western Toy Market June 1-7, 1947, in San Francisco.

• **Sponsors of the market** are the Domestic Trade Department of the San Francisco Chamber of Commerce, Western Merchandise Mart and local representatives of national toy lines.

Commenting on the Western Toy Market, Carl Eastman, chairman of the Chamber's Domestic Trade Committee, said, "Toys have become an increasingly important item in store business, and are now considered a year-round sales item, rather than a seasonal business. In addition, Pacific Coast manufacturers have entered the toy field in increasing numbers since the war.

"Inauguration of the Western Toy Market marks another progressive step in the continuing efforts of the Chamber and the Mart to strengthen San Francisco's position as the distributing center for the eleven western states."

Permanente Aluminum Operations Begin Soon

Operations at Permanente Metals Corporation at Mead and Trentwood, Washington, will get underway late next month, it has been announced by Henry J. Kaiser.

Kaiser made the announcement upon his arrival in Spokane last week to inspect the aluminum facilities he will direct for Permanente.

Already known in the light metals field as a magnesium producer, Permanente's entry into the aluminum industry is being backed by General Construction Company, J. F. Shea Company, Inc., Utah Construction Company, Pacific Bridge Company, Henry J. Kaiser Company and The Kaiser Company.

• **D. A. Rhoades,** light metals expert who has been with the Kaiser organization for 19 years, will head the aluminum division as vice president and general manager, Kaiser announced.

In addition to the Mead aluminum reduction plant and Trentwood rolling mill, Kaiser and his associates have acquired an alumina plant at Baton Rouge, Louisiana. The Baton Rouge plant has an annual capacity of one billion pounds of alumina. Mead can produce 216,000,000 pounds of aluminum ingot annually, and Trentwood's rolling facilities are capable of finishing 288,000,000 pounds of plate, sheet and strip a year, officials said.

Counseling Center Set Up for S. F. Veterans

A veterans Counseling Center has been established by the San Francisco Board of Education to provide complete counseling and testing services to San Francisco's returning service men and women.

• **Headquarters** of the Center are located at 750 Eddy Street.

The Veterans Counseling Center advises veterans concerning opportunities for training in the professions, the trades, business and general education fields. Liaison is maintained with the United States Employment Service, Red Cross and other organizations.

A staff of fifteen trained counselors and psychologists is maintained at the Center to conduct special aptitude, interest and other tests.

Conducted by the San Francisco Public Schools, the Veterans Counseling Center is under contract to the Veterans Administration.

Veterans eligible for assistance at the Center are those who already possess a Letter of Eligibility or those who apply for educational benefits through the Veterans Administration representative present at the Center.

Foreign Trade Essay Contest Announced for High Schools

San Francisco high school students are invited to participate in an essay contest to be conducted on behalf of Foreign Trade Week and Maritime Day, R. E. Waterlow, chairman, Foreign Trade Week Committee, announced today through the Foreign Trade Association of the San Francisco Chamber of Commerce.

Prizes for the two best essays will be airplane trips to Los Angeles for participation in Los Angeles Foreign Trade Week activities for one day.

• **Authors of the next four essays** considered best will participate in the San Francisco Maritime Day Parade and attend the Maritime Day Luncheon. The remaining contestants will be awarded a trip to U. S. Maritime Service Officers School, Alameda, where they will be guests at lunch and for inspection of the school.

The essays, which will be limited to 500 words, will be titled "Foreign Trade and the Merchant Marine of the United States." The subject may be treated generally or specifically with respect to any phase of foreign trade and its allied activities, banking, insurance, transportation and the place of U. S. Merchant Marine in foreign trade and the national economy.

C of C Industrial Survey Meets Approval Throughout Nation

Letters praising the San Francisco Chamber's recently published brochure, "The San Francisco Bay Region as a Factory Location," continue to come in from all parts of the country.

• "**. . . the most readable** industrial report I have ever read," wrote Frederick Sykes, San Diego Chamber of Commerce.

• "**. . .the finest** of its kind that I have ever seen," commented Russell R. Rhodes, general manager, Tulsa Chamber.

• "**. . . most excellent** presentation of your area . . .," observed C. Edgar Goyette, secretary, Tucson Chamber.

• "**. . . one of the most attractive** pieces of literature . . . I have seen in a long time," wrote W. N. Blanton, executive vice president, Houston Chamber.

• "**Whoever did this job** deserves a real bouquet," commented T. A. Stevenson, manager, Tacoma Chamber.

• "**. . . should prove of great value** to you in your industrial program," observed Oscar Monrad, Oklahoma City Chamber.

• "**I am very proud** to own it," declared Paul W. Conant, executive secretary, Charleston, South Carolina, Chamber of Commerce.

1948-49 Centennial Plans Discussed at CANCCOCE Meet

Members of CANCCOCE held their regular meeting Tuesday, May 7, at the San Francisco Commercial Club.

• **Principal topic of discussion** was the 1948-49 Centennial and the part which each community represented in CANCCOCE is expected to play in its observance. The discussion was led by Joseph R. Knowland, publisher of the Oakland *Tribune* and chairman of the statewide '48-49 Centennial Committee.

The remainder of the meeting was devoted to a discussion of Chamber of Commerce operating techniques.

Tape Flown West To Relieve Shortage

A 6,000 lb. cargo of venetian blind tape arrived by air in San Francisco from the east last week to relieve the acute tape shortage in Western areas.

One of two 6,000 lb. shipments of tape destined for the West, the cargo was flown here by a plane chartered by Thomas French & Sons, Ltd., manufacturers of venetian blind tape, of Providence, Rhode Island.

• **The entire cargo** of the San Francisco-bound plane was consigned to Lando Products Company, French's distributors in San Francisco.

L. E. Nance, French's West Coast representative, was in San Francisco at the time of the plane's arrival to assist the distributors in expediting the shipment of tape to western venetian blind manufacturers.

Southern Pacific Receives Public Relations Award

Southern Pacific's public relations performance during 1945 received national recognition at the recent annual awards convention of the American Public Relations Association held in Washington, D. C.

A trophy was accepted on behalf of the railroad's president, A. T. Mercier, by K. C. Ingram, assistant to the president.

Registration in World Trade Courses Hits Record High

Registration in the World Trade Courses now being conducted at University of California Extension Division have hit a record high, reports Alvin C. Eichholz, manager of the World Trade Department of the San Francisco Chamber of Commerce.

• **One hundred and fifty** registrations were received for the course in Exporting, while 60 students registered in the course on Money and Banking and 35 signed up for study of the Far East.

Applications may still be made for the Latin American course, it was announced.

All of these classes will be repeated in the fall and will continue to be held periodically as long as there is a demand for them.

Organizations sponsoring the courses in World Trade are the Bay Area World Trade Promotion Committee, the World Trade Department of the San Francisco Chamber of Commerce, and the Division of Business Administration, University Extension, University of California.

SURPLUS PROPERTY

The Domestic Trade Department has been notified of the following offerings of surplus materials in the Bay Area:

By the Navy Supply Depot, Oakland, Sales Division, Bldg. 321.

- **Sales Catalog B-74-46** until 2:00 P.M., May 10 on a variety of incandescent lamps, all unused, and on 17 portable hand-type battery operated lanterns in used-fair condition.
- **Sales Catalog B-75-46** until 2:00 P.M., May 13 on plate and window glass in various sizes and thicknesses—mostly in new-ex-cellent condition.
- **Sales Catalog B-77-46** until 2:00 P.M., May 14 on used and unused kitchen hardware and electrical material such as kitchenware, liquid measures, Pyrex bowls, floor mops, lumber crayons, wheel casters, hay forks, lamp shades fan blades, etc.
- **Sales Catalog B-78-46** until 2:00 P.M., May 17 on one wooden file cabinet; one typewriter stand; rapid reference files; one drawing board; paper cash register rolls; shipping tags; loose-leaf binders; filing boxes; dish pans; bar supplies; carpenter squares; insect sprays; electric hand tools for grinding, polishing, etc.; one lot of spare parts for Insinger Model 250 DA dishwashing machine; oven bolts; and 7 tons of Thermiscast type N-2. These materials range from new-fair to new-excellent condition

By the Navy Material Redistribution and Disposal Office, 785 Market Street.

- **Sales Catalog B-382-46** until 10:00 A.M., May 15 on 147 tons steel deck I-Beams; 475 tons of steel deck panels; 157 tons of upper, lower and landing ramps; and 60 tons of miscellaneous beams, rods and frames All material is new.
- **Sales Catalog B-390-46** until 10:00 A.M., May 16 on two 50-ton off highway tractor trailers in used-good condition, and on two 6-ton off highway tractor trailers in used-fair condition.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6344—MR. JOHN MEYER, 770 Lafayette Avenue, Buffalo 9, New York, would like to represent local manufacturers of chemicals, food processors and machinery in New York State.

D-6345—MOLYNEAUX & ASPINWALL, INC., Chamber of Commerce Building, 39-01 Main Street, Flushing, New York, looking for an authorized exclusive dealership for their "Stor-A-Bin." Capital to acquire a dealership will not exceed $200.00 in original inventory.

D-6346—MR. D. C. DEBY, 12355 Stoepel Avenue, Detroit 4, Michigan, is looking for manufacturer's agency lines, especially products used in hospitals, to cover the Detroit area.

D-6347—THOMAS ASSOCIATES, P. O. Box 588, Burbank, California, wish to obtain representation in this territory for hard goods and sundry items sold to the retail trade.

D-6348—NATIONAL PACIFIC DISTRIBUTORS, 3723-B Wilshire Boulevard, Los Angeles 5, California, desire to establish the distribution of the Curtis Superior Drain Valve in this area. Would contact automotive, airmotive and hardware companies.

D-6349—LF SALES COMPANY, 7 Lancaster Road, Needham 92, Mass., is desirous of making connections as representative or distributor of specialty equipment of an electrical nature. Have established dealers in New England.

D-6350—ADAMS, RICHARDSON CO., INC., 420 Lexington Avenue, New York 17, New York, would like to act as agents for local manufacturers in the New York area. Contact variety, chain and department stores.

D-6351—KONKO SALES COMPANY, P. O. Box 132, Austin, Texas, interested in acting as representatives for San Francisco manufacturers. Are in a position to handle items in Austin and all the State of Texas or the five states of the Southwest.

FOREIGN TRADE TIPS

VISITOR FROM FRANCE

Mr. Henri Brontin, 183 Madrid Street, San Francisco 12, is in San Francisco to contact suppliers of dried fruit, canned fruit and vegetables. He represents a French concern owning chain of stores dealing in these items.

S. F. Fashion Market Opens on May 22

San Francisco's fall showing of Bay Area made men's and women's clothing has been set by the Market Week Committee of the Manufacturers and Wholesalers Association for the period of May 22-June 22.

This will be the first extended showing for San Francisco fashions since World War II.

Indications point to the largest attendance of buyers from all parts of the nation since 1941, and to one of the largest attended buyers' markets in the history of San Francisco's apparel industry.

New Bay Area Maps Available

Revised maps of the San Francisco Bay Area are now available at the San Francisco Chamber of Commerce.

Members interested in having one of these maps for reference purposes may obtain a copy in the Chamber's Research Department.

U. N. "Open Hearing" Aired Over KQW

An "open hearing" of the United Nations now meeting in New York will be broadcast over Station KQW, Tuesday, May 14, 6:30-7:00 P.M.

- **Occasion of the broadcast** will be the annual dinner of the United States Associates of the International Chamber of Commerce, at which Trygve Lie, Secretary General of the United Nations, will be principal speaker.

NOTICE

The Human Engineering Laboratory, Inc., is temporarily located at 295 11th Avenue, San Francisco, until it moves into its permanent headquarters at 358 Sutter Street.

Telephone number is BAyview 8238.

Stockton Newspaper Ad Promotes Central California

Central California is given recognition in a full-page ad appearing in the Stockton *Record* recently.

- **Sponsored by Breuner's,** the ad is devoted to a story of the territory's growth and possibilities for future development. The area embraces the counties of San Joaquin, Stanislaus, Merced, Mariposa, Tuolumne, Calaveras, Amador, Eldorado and Alpine.

Highlight of the ad is a large map showing the area in detail, with sketches of industries and products scattered throughout the map.

No State Fair This Year

California will not hold a State Fair this year, it has been announced by Governor Earl Warren.

Due to the lack of material and equipment, the Fair Board decided not to hold the Fair, stating that it would necessitate taking equipment away from veterans' housing.

WASHINGTON NOTES

(Continued from page 1)

- ***CALIFORNIA APPOINTMENT***

Another Californian, Carlton Skinner, who was born in Palo Alto and graduated with an A.B. Degree from the University of California at Los Angeles in 1934, has been appointed Director of Information of the Department of the Interior.

In making the appointment, Secretary of the Interior Krug stated that Mr. Skinner has a considerable knowledge of the operations of the Department of Interior. He covered the Department during four pre-war years, between 1934 and 1938, as correspondent for the United Press and the Wall Street Journal. He has recently returned from four and one-half years' service in the Coast Guard, and for a time, prior to this new appointment, was Chief of the Sales and Charter Section, Division of Vessel Disposal and Government Aids, of the Maritime Commission.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• S. F.-WASHINGTON FLIGHTS

Welcome news to San Francisco businessmen who must travel to the Nation's Capital was the inauguration on Saturday May 11, by United Air Lines of a fast, through air service between Washington and San Francisco.

Four mile-a-minute Mainliners will leave Washington daily, at 5:00 p.m. arriving at San Francisco at 6:37 the next morning. Stops will be made at Toledo, Chicago, and Denver. Daily flights will leave San Francisco at 11:35 p.m. and arrive in Washington at 2:03 p.m. the next day. This new service cuts off three hours of previous flying time.

• TINPLATE EXPORTS

Expressing deep concern over the danger of the coal strike to the domestic food packing industry, members of the Tinplate Industry Advisory Committee recommended that the Civilian Production Administration restrict export shipments to a level commensurate with the decline in tinmill production.

Based on present supplies, tinplate rolling will generally halt in three weeks and finished operations on the tinplate will cease about the middle of June, according to a round-the-table survey made by CPA Steel Branch officials. Approximately 83 per cent of all tinmill production is used to manufacture containers, mostly for food.

Industry members pointed out that export orders carrying the "CXS" symbol certified by the Commerce Department's Office of International Trade have guarantees of delivery, while domestic tinplate orders do not.

Accordingly, representatives of CPA's Steel Branch, operating in liaison with the Office of International Trade, have initiated an immediate review of certified export orders. It is not expected that export orders currently on production schedules will be disturbed, however.

• FHA LOANS

More than 5,000 lending institutions, plus 4,000 branch offices, in all parts of the country are qualified to make property repair, improvement, and conversion loans insured by the Federal Housing Administration. During 1945 over 500,000 loans were made in the amount of $190,000,000 according to Commissioner Raymond M. Foley.

FHA-insured loans are available to property owners for remodeling and reconversion of existing structures. In line with the Veterans' Emergency Housing Program, loans up to $5,000 may be used to provide increased housing accommodations for war veterans and their families. Priorities assistance in obtaining critical building materials may be applied for at FHA offices.

C of C Membership Campaign Launched at Monday Breakfast

The 1946 membership drive of the San Francisco Chamber of Commerce got off to an enthusiastic launching at the opening breakfast this week, with President Brayton Wilbur making the keynote address to the three hundred volunteer workers present.

Speaking briefly, Wilbur urged the workers to give their highest priority to the successful completion of the campaign.

• **Louis B. Lundborg,** general manager of the Chamber, presented the story of what the Chamber does and how it works for San Francisco.

• **Vern Culver,** membership campaign chairman for the 1945 drive, and Vincent Francis, a superintendent for the current campaign, presented a brief question and answer skit with Francis acting as the tough prospect and Culver as the salesman.

• **Frank E. Bodine,** leader of the campaign, acted as chairman.

In conjunction with the opening of the membership campaign, Mayor Roger D. Lapham has made the following statement:

"This week the San Francisco Chamber of Commerce is conducting a membership campaign to finance its program of business development for San Francisco and the Bay Area.

"During the week, the phrase, 'NOW is San Francisco's Golden Opportunity' will be heard many times. It is self explanatory. Today, we stand on the threshold of great prosperity. As the key city of the Pacific it is only natural that we should assume the role of leadership in the industrial and trade expansion that lies ahead.

"A strong Chamber of Commerce is of importance to the economic prosperity of all component parts of the community. Everyone has a stake in business prosperity. The San Francisco Bay Area must maintain its position as the headquarters of the western United States and the Pacific world. I urge all business and industrial leaders of the city to give thought and attention to the role the Chamber of Commerce is playing in our development."

Immediate Action on Coal Strike Urged in S. F. Chamber Wire

Pending settlement of the coal strike, Brayton Wilbur, president, San Francisco Chamber of Commerce, sent a wire last week to members of the Northern California congressional delegation in Washington, urging immediate action toward ending the strike.

Following is the text of the wire:

"Account coal strike and resulting rail embargo instituted at request of ODT, empty refrigerator cars are not being returned from East and entire transcontinental movement of California fruits, vegetables and other perishables in jeopardy. Situation also serious on steel and other commodities secured from East. Request immediate action toward ending of strike and legislation to protect public against future situations of this nature."

• **Members of the delegation** receiving telegrams are: Senators William F. Knowland and Sheridan Downey; and Congressmen Clarence F. Lea, Clair Engle, J. Leroy Johnson, Franck R. Havenner, Richard J. Welch, George P. Miller, John H. Tolan, John Z. Anderson, B. W. Gearhart, Alfred J. Elliott, and George E. Outland.

San Francisco Leads Nation in Net Income

San Francisco topped all of the nation's 10 largest cities in net income per capita during 1945, according to a survey conducted by Sales Management magazine.

• **The average San Franciscan,** according to the survey, had a net effective buying income of $1715, $678 above the national average.

San Francisco's total net effective buying income was $1,351,704,000.

Baling Wire Shortage Delaying Harvesting; Price Raise Sought

Critical shortages in baling wire are causing a delay in the harvesting of California's 3½ million ton dry hay crop, Charles E. Gibbs, manager of the San Francisco Chamber's Agricultural Department, declared today.

● **Bottleneck** in the baling wire shortage, Gibbs said, is OPA's delay in granting price increases to steel manufacturers.

So far, price increases have been extended only to non-fabricated steel companies. Attempts are now being made through the Chamber's Washington Office to secure price increases for the full industry.

Estimating that deliveries have been only 20 per cent of normal, Gibbs declared, "An increased supply of baling wire must be made available immediately if the spoilage of California's dry hay crop is to be avoided."

Temporary relief was extended, he said, when Columbia Steel Company stepped up its output of baling wire, at no profit, to cooperate in the emergency.

● **Farm groups** participating in the drive to obtain the critically needed material are the California Farm Production Council, California Wool Growers Association, and California Cattlemen's Association.

Job Prospects for Women Cited at Meet

Availability of many jobs for women in the Bay Area was indicated recently following a meeting of women's organization representatives and industrial leaders called by the San Francisco Chamber of Commerce.

Meeting to discuss the employment situation for women, and especially those women over forty, were representatives of industrial and commercial interests and leaders of the Business and Professional Women's Club and members of the United States Employment Service.

Commenting on the need for women in the apparel industry, Fred Pruter, president of Apparel City, said that his industry could use a thousand women immediately and that plans were under way for a training school at Apparel City in September.

● **Failure of former help** to return to their old jobs from war industry positions was cited by Peter Haas, Levi Strauss Company, as one of the prime causes for the shortage.

● **Mrs. M. B. Mitchell,** personnel director for the City of Paris, and J. E. McDowell, personnel head for The Emporium, both indicated that more women were needed in all phases of the department store industry.

G. L. Fox, manager of the Chamber's Industrial Department, in summing up the meeting, stated that: "It seems apparent that many women will have to adjust from wartime jobs and pay to the lower pay of standard industries. This is a purely economic factor which will have to be faced by all job seekers before the picture can be improved. Failure to adjust to peacetime conditions will result only in continued unemployment and absorption of unemployment reserve funds."

International Dinner on May 24 To Highlight Foreign Trade Week

San Francisco's consular corps will be honored guests at an International Dinner at the Club Lido, Friday, May 24, R. E. Waterlow, chairman of the Foreign Trade Committee, announced today through the San Francisco Chamber of Commerce.

"This affair will climax a round of activities celebrating Foreign Trade Week," Waterlow said, "and is expected to draw a capacity attendance of representatives from international associations and banking and world trade interests."

● **A major part of the program** will be devoted to dancing and entertainment, Waterlow said. Members are urged to bring guests.

Tickets are now on sale for $3.50 each. For reservations call Lloyd Mazzera, Bank of America, DOuglas 6112, Ext. 783.

● **Organizations sponsoring** the International Dinner are: San Francisco Foreign Trade Association, San Francisco Chamber of Commerce, Propeller Club, Marine Exchange, San Francisco Junior Chamber of Commerce and San Francisco Junior Foreign Trade Association.

Mitchell is New Head of Western Pacific; Succeeds Mason

Election of Harry A. Mitchell as vice president and general manager of Western Pacific Railroad Company, effective July 1, has been announced by the company's board of directors.

Mitchell will succeed Edward W. Mason who will retire from active service on July 1 after 53 years of railroad service, more than 36 of which have been with Western Pacific.

● **Mason will continue** in an advisory capacity as vice-president and director until December 31st of this year.

A native San Franciscan with 35 years of railroad experience, Mitchell is president of the Sacramento Northern Railway, Tidewater Southern Railway and the Oakland Terminal Railway. He is now vice-president and director of the California State Chamber of Commerce.

● **Mason,** a member of the board of directors of the San Francisco Chamber of Commerce, is a director of Western Pacific Railroad Company, Alameda Belt Line, Salt Lake Union Depot and Railroad Company, Central California Traction Company and Denver and Salt Lake R.R. Company. He is chairman of the western regional express committee, Association of American Railroads, and also chairman of the executive committee of the Pacific Car Demurrage Bureau.

National Safety Drive Launched

The National Safety Council has instituted a nationwide safety and fund-raising campaign to combat the appalling rise of accidental deaths and injury in America.

● **The month of May** has been designated as National Safety Month and will be the beginning of a year-round drive to check and decrease the country's accident rate.

In San Francisco, where 649 accidental deaths occurred last year, the drive seeks to raise $74,800 to sustain a four-point program for accident prevention in traffic, the home, schools and industry.

● **The San Francisco campaign** has been undertaken by a large volunteer group under the direction of R. E. Fisher, vice-president, Pacific Gas & Electric Company, and Charles Seeley, insurance executive.

California Chiropodists to Hold Convention Here May 30-June 1

The California Association of Chiropodists will hold its 27th annual convention in San Francisco, May 30-June 1.

Chiropodists in eleven Western states will participate in the conference, making this the largest attended chiropody convention ever held on the West Coast. An attendance of approximately 400 people is expected.

Coalinga Will Hold Horned Toad Derby

The California Horned Toad Derby will be held in Coalinga on June 1, it has been announced by Floyd E. Howe, secretary of the California Horned Toad Derby Association.

● **The San Francisco Chamber of Commerce** will be represented by "Golden Gait" in one of the special races held for out-of-town contenders.

This will be the 10th running of the colorful event after inactivity for several years during the war.

● **The Derby is open to entries** from the entire Pacific-Southwest area, Howe reported. Station KMJ of Fresno will broadcast the event.

Bay Area Leaders Commend C of C Industrial Survey

That the Chamber's recently published industrial survey, "The San Francisco Bay Region as a Factory Location" has been well received throughout the region is indicated in letters received from Bay Area leaders.

• ". . . **will prove very helpful** to us . . .", commented William W. Crocker, Crocker First National Bank.

• ". . . **very, very fine work** . . . exceptionally well done . . .", observed H. C. Judd, Standard Oil Company of California.

• ". . . **by far the best of its type** ever published by the Chamber . . . an excellent presentation in every way . . .", remarked Atholl McBean, Gladding, McBean & Company.

• ". . . **of considerable interest** to me . . .", wrote Parker S. Maddux, San Francisco Bank.

• ". . . **a splendid presentation** of opportunities for industrial expansion . . .", commented A. T. Mercier, Southern Pacific Company.

• "**I was quite impressed** with the report . . . am sure it will be helpful . . .", observed Frazer A. Bailey, Matson Navigation Company.

• ". . . **my hearty congratulations** on a splendid piece of work," remarked R. G. Rydin, Atchison, Topeka and Santa Fe Railway System.

• ". . . **a splendid piece of work** and a great service in the development of the Bay Region," wrote the late W. H. Thomson, Anglo California National Bank.

• ". . . **an excellent presentation** and warrants wide circulation . . .", commented H. H. Fuller, Bethlehem Pacific Coast Steel Corporation.

• ". . . **brings out** in a very forceful manner the advantages of San Francisco's facilities," observed J. F. Sullivan, Dohrmann Commercial Company.

• ". . . **truly very interesting** . . . of considerable assistance to me . . .", remarked H. A. Lawrence, Union Pacific Railroad Company.

NOSE-WORTHY EMISSARY

Jimmy Durante and Garry Moore, special emissaries of good will from the Hollywood Chamber of Commerce to the San Francisco Chamber, are presented their credentials by Hollywood Chamber President John B. Kingsley (right). With Dale Evans and other members of the Revall Radio Show, Durante and Moore will attend the San Francisco Chamber's luncheon for membership campaign workers only tomorrow, Friday, May 17.

Rich Heads Kaiser's Fontana Operations

Appointment of Francis M. Rich as vice president in charge of operations at Kaiser Company's iron and steel plant at Fontana, California, has been announced.

Formerly associated with The Steel Company of Canada, Ltd., Rich has a background of more than 20 years' experience in the iron and steel industry in the United States and Canada.

• **In 1935** he was presented the J. E. Johnson Jr. Award by the American Society of Mining and Metallurgical Engineers for his efforts in blast furnace development and improved production methods.

During his career he has been associated with the Illinois Steel Company (now the Carnegie-Illinois Steel Corporation), Wisconsin Steel Company, Youngstown Sheet and Tube Company of Ohio and Republic Steel Corporation.

Bay Area N. A. A. Chapter to Hold May Meeting in Hayward

The Bay Area Chapter of the National Aeronautic Association will hold its regular monthly meeting at Hayward, May 23.

Plans are underway to obtain, as principal speaker, an internationally known flyer who holds the world record number of flight hours.

The meeting follows up the dedication of the Hayward Municipal Airport on April 14.

Issuance of Bear Flag Stamps Requested by S. F. Chamber

Issuance of a Bear Flag Stamp commemorating the 100th Anniversary of the California Bear Flag Republic is urged by the San Francisco Chamber of Commerce.

• **Action of the Chamber's Board** followed a request by the Bear Flag Centennial Committee of Sonoma for Chamber support of its efforts to secure national recognition of the Centennial observance.

Commenting on the significance of the Bear Flag Centennial in California history, Carl J. Eastman, chairman of the Chamber's Domestic Trade Committee, said, "As the official banner of the State of California, the Bear Flag commemorates the 1846 Bear Flag Revolt which paved the way for this State's subsequent admission into the Union. Had it not been for this incident, the course of United States' western expansion might have been radically altered.

"Therefore, it is important that this unique episode in American history be accorded national recognition during its Centennial observance," Eastman declared.

Overseas Surplus Small Craft Now Available

Prospective buyers of surplus overseas landing craft and vessels under 1500 tons are invited to consult this week with representatives of the Foreign Liquidation Commissioner, Washington, it was announced today by the San Francisco Chamber of Commerce.

Now in town to arrange conferences are Lt. Commander E. W. Schedler and J. P. Richards, Jr., representatives of the Foreign Liquidation Commissioner. Temporary headquarters have been established at 785 Market Street, Room 703.

The Office of the Foreign Liquidation Commissioner is the government disposal agency for all overseas surplus property. Maritime equipment which can be purchased through these representatives include Army and Navy landing craft, small craft, barges, lighters, tugs and supply vessels, all under 1500 tons.

Offices of Field Commissioners who dispose of surplus vessels in the Pacific are located at Manila, Shanghai and Guam.

Department of Agriculture Urges S. F. Food Conservation

San Francisco's all-out support of the emergency food program was urged this week by the United States Department of Agriculture.

• **"It will only be through our individual efforts** at conserving food that we will be able to collectively ship a substantial contribution of basic food commodities to help feed millions of people who are starving in Europe," said E. H. Spoor, of the Production and Marketing Administration, Field Service Branch.

Spoor listed the government's food conservation program as follows:

1. Stop all food waste.

2. Save all wheat and wheat products you can.

3. Use fats and oils carefully—salvage non-edible fats.

4. Have a home garden and can food at home.

5. Encourage maximum farm production.

• **Reporting on the findings** of President Truman's Famine Emergency Relief Committee, Spoor said that due partly to war damage, and partly to unprecedented droughts in many food producing countries, millions of persons are threatened with starvation.

"The United States is their chief hope for salvation, because we can spare more food than any of the other nations are able to contribute," Spoor said.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

Aviation Committee Members Fly on California Air Survey

An air survey of California was made this week by members of the San Francisco Chamber of Commerce Aviation Committee and Bay Area and Los Angeles newspapermen.

• **Marsden S. Blois** of the Bay Area Aviation Committee; George Tenney of the Chamber's Aviation Committee; and Kenneth R. MacDonald, Manager of the Aviation Department of the Chamber, were passengers on the seven-hour flight aboard a new TWA Constellation.

Leaving San Francisco at 9:00 A.M., the Bay Area delegation journeyed to Burbank, lunched at the Lockheed plant there and then continued on the 1,959½-mile survey flight.

E. A. Cocke, Traffic Vice President of the air line, acted as host to the group.

• **Purpose** of the flight was to demonstrate the new four-engined passenger plane.

Piloting the Constellation were Phares McFerron, Assistant Chief Test Pilot of TWA; and Captain Paul Frederickson, TWA Superintendent of Flying for the Western Region.

TWA this week also inaugurated three-stop, 13-hour service from San Francisco to New York. The Constellation making the run was christened "Star of San Francisco" last night by Mrs. Earl Warren. Chamber President Brayton Wilbur took part in the ceremony.

FOREIGN TRADE TIPS

CHINA—Mr. S. Quing Jung of Lee's Export-Import Co., First Floor, Kiangse Rd., Bank of Canton Building, Shanghai, is in San Francisco seeking import-export connections and representations for all of China. Interested in general merchandise and industrial products. May be reached at 1060 Powell Street, Apt. 52, SUtter 7375, or by writing to Box 2166, Battery & Washington, San Francisco, California.

HAWAII—Mr. Spencer Murphy of Murtan Company 584 S. Beretania Street, Honolulu, is in San Francisco seeking representation or distribution rights for Hawaii of the following: general merchandise, electrical appliances, automotive equipment, small boats, cameras, textiles. May be reached in Oakland at 698-60th Street, HU 4551.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting Monday, May 13, was:

John M. Kennedy, member, San Francisco Chamber Board.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6340—MR. J. B. RICE, P. O. Box No. 6, Wilmington, North Carolina, would like to act as sales representative in North & South Carolina for California veneer plants.

D-6341—BEVERLY PORTABLE UNITS COMPANY, 113 State Street, Boston 9, Massachusetts, looking for a reorsentative to handle their portable grills in this territory.

D-6342—THE R. J. FOX COMPANY, INC., Eleven Broadway, New York City 4, New York, seeking a distributor for state-wide coverage for their all-purpose cleaner.

D-6343—RELIANCE MOLDED PLASTICS, INC., 387 Charles Street, Providence, Rhode Island, interested in obtaining a sales representative for their plastic novelties. Person would contact drug, stationery, sporting goods and hardware wholesalers in this area.

D-6352—FAR-BERRY SALES COMPANY, 1446 W. 18th Street, Des Moines 14, Iowa, would like to represent California manufacturers of gifts, toys, pottery, ceramics and aluminum ware. Cover mid-western states.

D-6353—TORRANCE PRODUCTS—3022 Ibsen Street, San Diego 6, California, seeking manufacturers agent or jobber to handle their reseal bottle cap.

SURPLUS PROPERTY

The following offerings of surplus material have come to the attention of the Domestic Trade Department:

By the Mare Island Naval Shipyard, Supply Department, Bldg. 71, Vallejo:

• **Sales Catalog B-44-46** until 10:00 A.M., May 20 on socket wrenches; breast drills; paper files; electric soldering irons; planes; squares; pipe vises; chisels; cutters; nails; post diggers; chain hoists; receptacles; rotary snap and knife switches; aluminum and copper rivets; terminal boxes; interior fittings for rotary switches; marine type lighting fixtures; fuses; fuse elements; anchors; terminal tube inserts; varnished cambric cloth; telephone jacks; Woodruff keys; switchboard kit; hand wheels; steel elbows; copper lugs; steam cocks; conduit lock nuts; brass machine screws; steel machine bolts; square and hex nuts; loose leaf binders; marking brushes; music, lead, steel and spring wire; graphite and lubricating oil. Mostly new material.

• **Sales Catalog B-45-46** until 10:00 A.M., May 27 on steel hex nuts and bolts; various types of steel and brass screws; conduit bushings; couplings of various types; steam cocks; sleeves; carbon plates; strainers; reducing couplings; bronze and straight crosses; elbows; valve yokes; boiler casing; tees; unions; flange adapters; steel plugs; boiler gaskets; test castings; plate glass; carbon black; cartridge fuses; fuse elements; caustic soda; sodium bicarbonate technical; and rubber compounding solvent.

By the Naval Supply Depot, Oakland, Sales Officer, Bldg. 313:

• **B-81-46** until 2:00 P.M., May 21 on contact blades; cutouts; switch boxes; lamp coloring fluid; condensers; rheostats; snap switches; switch blades; 500 watt lamps; reflectors; registers; gasket rings; commutator-slot scrapers; signal-light shutters; instruction books for sound-powered telephones; ear-piece caps, spare parts and transmitter cases for sound-powered telephones; tumbler switches; electric heaters; lead wire and V belting. Condition used and unused.

By the Navy Material Redistribution and Disposal Office, 785 Market Street:

• **B-404-46** until 10:00 A.M., May 23 on miscellaneous bronze and brass fittings; miscellaneous steel and wire fittings; miscellaneous flexible rubber hose; and miscellaneous flexible metallic hose and tubing. All in new-excellent condition.

Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, May 23, 1946 | Number 21

S.F. Chamber Membership Hits 6,000

A total of 507 new members joined the San Francisco Chamber of Commerce during the Chamber's membership drive last week, according to an announcement by Frank E. Bodine, general chairman of the drive.

● **"This puts the membership** of the Chamber of Commerce at a record high of 6,058 members," Bodine said.

High team, with 103 new memberships, was led by P. J. Pieroth. Alex von Hafften led the second place team which collected 79 new memberships. Placing third in the drive was the team of W. L. Wylie with a total of 70 new memberships.

Individual high point men were Alvin Goldstein, 51 new members; Walter Scott, 48 new members; and Milton Jellins, 41 new members.

The week-long campaign was highlighted by a noon report luncheon each day, at which time the ten competing teams reported their progress. The concluding luncheon featured a brief comedy presentation by Jimmy Durante and Garry Moore, CBS radio stars.

Commenting on the drive, Brayton Wilbur, president of the Chamber said: "We are pleased that the 6,058 figure represents a total that is double the figure for 1940. At that time, we had a membership of 3,014. Although the concerted drive has ended, we feel certain that additional memberships will come in for the next few weeks to further increase our total. With the additional income and support derived from this campaign, the San Francisco Chamber of Commerce is now in a position to take the lead in fulfilling our campaign slogan, 'Now is San Francisco's Golden Opportunity.' "

INDIVIDUAL AWARDS

High individual winners in the San Francisco Chamber of Commerce membership campaign. Reading left to right, pictured here are Milton Jellins, Bank of America, 3rd prize; Alvin Goldstein, S. & W. Fine Foods, 1st prize; and Walter Scott, Shell Oil Company, 2nd prize.

Individual award winners in the San Francisco Chamber of Commerce membership campaign were Alvin Goldstein, S. & W. Fine Foods, who was presented with a Gruen Watch, courtesy Granat Bros.; Walter Scott, Shell Oil Company, who won an R.C.A. radio, courtesy Leo J. Meyberg Company; and Milton Jellins, Bank of America, who received a case of wine, courtesy California wine industry.

● **Prizes were also awarded** to the next eight winners as follows: $10.00 Gas Books to Cleland O. Whitton, Whitton Realty Company, and Newell Dodge, Royal Blueprint Company; $10.00 Cab Script Book to Lloyd Lynch, John Hancock Life Insurance Company; $10.00 Gas Books to John Pettit, Yellow Cab Company, and Robert Taylor, American Trust Company; and air trips over the Bay Area to Tom Tong, Golden Star Company; George K. Jue, Lamps of China; and Orme Hering, Shell Oil Company.

Last prize was awarded to Charles K. Rissler, International Business Machines, who received a one-way air trip to Los Angeles, courtesy TWA.

A special prize was awarded to Boyd Rippey of KFRC.

Winning team in the San Francisco Chamber of Commerce membership campaign was headed by P. J. Pieroth, Shell Oil Company, whose team brought in 103 new memberships.

N. Y. World Trade Publisher in S. F. for Foreign Trade Week

Eugene Sitterley of New York, publisher of *World's Business* and *Guia*, arrived in San Francisco yesterday to take part in Foreign Trade Week activities.

• **Sitterley** appeared as guest speaker at yesterday's meeting of the San Francisco Advertising Club and was guest of honor at the International Banquet sponsored by East Bay world trade interests at the Claremont Hotel last night.

Today Sitterley will address the luncheon meeting of the Oakland Foreign Trade and Harbor Club and Rotary Club. He will also be guest of honor at the International Dinner which San Francisco world trade interests will hold Friday night, May 24.

Associated with world trade and export publishing for the past 22 years, Sitterley has gained national recognition for the part he has played in bringing about cultural and commercial relations between the United States and other nations.

• **A foremost interpreter** of world affairs, he is the recipient of the Goodrich Award for Distinguished Public Service.

Sitterley is also active in a number of national foreign trade organizations. He is a director of the American Arbitration Association, Controlled Circulation Audit, Inc., and Foreign Commodity Bureau; member, Advisory Board of the Arbitration Journal; chairman, Regional Committee Activities, Foreign Trade Education Committee of the National Foreign Trade Council; chairman, Executive Board, Export Committee of the Aviation Section, New York Board of Trade.

He is also a member of Inter American Commercial Arbitration Commission; Export Committee of the Commerce and Industry Association of New York; Latin American Section, New York Board of Trade; International Business Committee of the Advertising Club of New York; Export Advertising Association and a number of other organizations.

Local Firm's Car Card Ad Promotes S. F.

An advertising car card recently put out by Koret of California, Inc., to promote the San Francisco garment industry, was warmly commended by Louis B. Lundborg, general manager of the San Francisco Chamber of Commerce.

Complimenting the company on the effectiveness of its sales message, Lundborg said, "The message you have sent out with your car card is the kind of promotional job for San Francisco that we are proud to see."

WAA Compliance Enforcement Office Established in S. F.

A regional office of the Compliance Enforcement Division of the War Assets Administration has been opened in San Francisco, according to information received by the San Francisco Chamber of Commerce.

• **Purpose of the office** is to investigate any and all complaints resulting from the handling of surplus property in this area.

Mr. E. L. Cochran, Special Agent in Charge, explained that the staff includes trained investigators "whose sole business it is to ascertain the merits of any matters which may be referred to this office.

"We are particularly interested in any complaints from veterans," he stated, "and the possibility of any connivance or attempts by unscrupulous individuals to take advantage unlawfully of veterans' priorities in the purchase of surplus property or to defraud them of their rights under the Surplus Property Act."

Complaints of this nature should be referred to: Special Agent in Charge, Compliance Enforcement Division, War Assets Administration, 244 California Street, San Francisco 11.

S. F. Fall Market Week Begins August 5

August 5 through 10 has been announced as Fall Market Week by the Western Merchandise Mart.

In making the announcement, Frank K. Runyan, Mart president, said: "Our Fall Market should be the greatest held in many years. Merchandise should be coming through by then, and the whole furnishings industry should be getting back into production."

Runyan commented that despite allocation of some floor space in the Mart to government offices, more home furnishings exhibitors are now in the Mart than before the war.

Annual Bridge Tournament Set for June 5-9 in S. F.

The 13th annual Bridge Week is scheduled for San Francisco June 5 to 9, according to an announcement by the American Contract Bridge League.

San Francisco headquarters for the week will be the Hotel Whitcomb.

A Bridge Week is also scheduled for May 29-June 2 in Los Angeles.

S. F. Chamber's Washington Office Moves to New Site

Effective June 1, 1946, the Washington Office of the San Francisco Chamber of Commerce will move to new offices at 1415 K Street, Northwest, Washington 5, D. C. The telephone number (DIstrict 0410) and the teletype number (WA 130) will remain the same.

Since March, 1944, when the Washington Office was opened, considerable effort has been made to find more suitable quarters. The work of the office has expanded during the past two years, and many Chamber members who have visited their Washington office have remarked on the inadequacy of the present location.

• **All members** who have direct contact with the office are urged to change their records accordingly. As in the past, however, requests for assistance in Washington should be sent to Miss Marie A. Hogan at the Chamber office in San Francisco for expeditious handling.

The Washington Office has more than justified its existence during the past two years. It has maintained close contact with members of Congress and governmental departments. It has assisted members of the Chamber in their negotiations with Washington officials, and has been of immeasurable aid to Chamber committees and departments. In addition, assistance has been given to other Bay Area cities.

Since the end of the war, the volume of requests to the office has increased. The staff of the office has been augmented and arrangements made to provide even more efficient service in the future than in the past.

Chamber members and Bay Area communities are urged and invited to use the facilities of the office. It is maintained to assist in solving "your Washington problems" and is another evidence of what the San Francisco Chamber of Commerce is trying to do to provide assistance to the Bay Area.

Shriners to Hold July Convention in S. F.

The Imperial Council of the Shriners of North America will hold its convention in San Francisco on July 23, 24 and 25, it has been announced by William Unmack, executive secretary.

Unmack stated that the executive committee would consider propositions made by firms desiring to manufacture products for the Shrine convention.

"We will gladly cooperate with firms which have legitimate propositions to submit to us," he said, "and after approval we will give the necessary permission for the manufacture and sale of any articles bearing our emblems."

Radio Series, Public Speakers Signalize Foreign Trade Week

National Foreign Trade Week, being observed during this week, May 20-26, is being memorialized in San Francisco with a series of radio programs and public addresses.

• **Every day of Foreign Trade Week,** radio programs have featured speakers and round table discussions on the importance of foreign trade to the economy of the country.

Programs still to be heard include:

• **May 23:** 2:00-2:15 P.M. "World Trade"—Eugene Sitterley, publisher, *World's Business* and *Guia*, KSFO.

• **May 24:** 3:35-3:45 P.M. "World Trade Problems" Interview with Eugene Sitterley and M. A. Cremer of the Marine Exchange, KFRC.

Arrangements have also been made for a short-wave transcription to Latin America and the Orient.

Many speakers are appearing before groups in San Francisco and other Bay Area cities. They include a talk by Victor St. Lawrence Shipway, export manager, Marsman Company, before the San Francisco Business Club on May 23, and a meeting of the Executives Club on May 24, at which William L. Montgomery, president of the Foreign Trade Association of the Chamber and managing director, China-America Council on Commerce and Industry, will speak.

Bay Area N. A. A. Chapter Meets Tonight

Lieutenant Commander J. D. Hudgens will be guest speaker at the regular meeting of the Bay Area Chapter of the National Aeronautics Association tonight at 7:30 p.m. in Hayward.

• **Hudgens** will tell the heretofore unrevealed story of the air-sea rescue work carried on by the Coast Guard during the war.

Tonight's meeting follows up the recent dedication of the Hayward Municipal Airport.

Fielder Elected to National Transportation Advertising Post

Announcement has been made of the election of William F. Fielder as president of the National Association of Transportation Advertising.

A member of the San Francisco firm, Fielder, Sorensen & Davis, Fielder is a past president of the San Francisco Advertising Club.

Growing Importance of Marine Corps Activities in S. F. Cited

San Francisco is growing in importance as a permanent supply base for the United States Marine Corps. This was revealed at a recent meeting of the Sites and Buildings Section of the San Francisco Chamber of Commerce, according to data released today by the Chamber's Industrial Department.

• **Increased peacetime activities** of the Marine Corps at San Francisco are the result of shifts on the international scene and recent legislation whereby the normal strength of the Corps will be 100,000 in enlisted personnel instead of 25,000 as before the war. And the new strength will call for 7,000 officers.

The San Francisco Depot of Supply, with Brigadier General A. E. Creesy as Depot Quartermaster, will serve Marine Corps activities along the Pacific Coast and in Alaska, China, Japan and elsewhere in the Pacific Ocean area. Whereas Marine Corps activities before the war centered in the West Indies area, it is now reported that in the future they will be in regions to be serviced principally through San Francisco.

Activities of the Marine Corps at San Francisco correspond to those of a major industry, the Chamber reports. The San Francisco Depot of Supply, including the Corps Western Purchasing Office, provide substantial employment, and purchase many millions of dollars worth of varied products annually, making an important contribution to the local economy. On the other hand, according to the Chamber, the Marine Corps through its operations at San Francisco has the advantages of central location on the Pacific Coast and a strategic position in reference to Pacific Ocean developments.

During the last four years and nine months, the San Francisco Depot expended $225,944,277, indicating the magnitude of wartime operations through this center, the Chamber points out.

As of April 17, 1946, the Supply Depot at San Francisco had 2,389 civilian employees and 2,468 military employees, making a total of 4,857 on the payroll.

During the period from July 1, 1945 to April 13, 1946, The Western Purchasing Agency disbursed $69,898,681 for equipment and supplies of various kinds. Of this amount over $25,480,000 was spent in San Francisco, with additional payments to railroad companies through the San Francisco office for transportation services totaling $4,712,626, and payrolls totaling $4,499,494 for civilian employees and $4,937,502 for military.

During the period from July 1, 1945 to April 18, 1946, the Corps cafeteria in San Francisco spent $364,765 for supplies, and the post exchange $480,581. These activities are for the sole use of the civilian and military personnel of the Depot and the Department of the Pacific.

• **Surplus proceeds** from the cafeteria and post exchange are used for recreational and other activities which have developed a cooperative and family spirit among all of the personnel identified with the Marine Corps in San Francisco. Baseball, soft ball, bowling, fishing, skiing, and other athletic activities are sponsored; a weekly newspaper is published and dancing, library and other facilities are provided.

During the war the Marine Corps leased over 1,329,000 square feet of covered storage and building space in San Francisco and more than 4,640,000 square feet of open space. Privately owned real estate is now being rapidly released in order that operations of the Marine Corps at San Francisco may be consolidated on its own properties on Harrison Street and in the Islais Creek District. By June 30, 1946, the Marine Corps expects to have released approximately two-thirds of the above leased covered space, and 1,129,963 square feet of the above leased open space.

Army-Navy Board To Hold Bay Crossing Hearings in S. F. Soon

A joint Army-Navy board will arrive in San Francisco August 1 to conduct hearings on the proposal for a second bay crossing from San Francisco to Alameda County, according to information received from the Washington Office of the San Francisco Chamber of Commerce.

• **Announcement in Washington** of the forthcoming hearings followed conferences between President Truman, Secretary of the Navy Forrestal, Secretary of War Patterson, Representatives Richard J. Welch and Franck R. Havenner of California, and Army engineers.

Members of the joint Army-Navy board will include Brigadier General Garrison H. Davidson, Colonel Edwin H. Marks, Colonel George Mayo, Commander Lewis N. Moeller, Captain F. C. Flugel, and Captain James E. Eaker.

Alameda C of C Starts Drive to Combat Solicitation Swindles

In an effort to eliminate unscrupulous solicitations and control growing donation appeals, the Alameda Chamber of Commerce has announced appointment of a committee to investigate unknown solicitors calling upon its members.

• **Members** have been requested not to consider any propositions made by solicitors unless the salesmen carry identification letters from the Alameda Chamber. In the event a salesman does not possess such a letter, members are asked to refer the solicitor to the Chamber, whose solicitation committee will investigate the matter in an attempt to establish the identity and verify the claims of the salesman.

If the members of the solicitation committee pass favorably upon the proposition, the solicitor will be given a letter of identification, which will state that the matter has been thoroughly investigated and meets the requirements of the committee.

Foreign Trade Essay Winners Announced

Winners of the Foreign Trade Week essay contest held last week in San Francisco High schools are Carol Hunter, George Washington High School, and John Vassar, Mission High School, according to an announcement by R. E. Waterlow, chairman of the Foreign Trade Week Committee.

The two students will fly to Los Angeles tomorrow for a round of movie and radio studio visits and Foreign Trade Week activities.

The remaining winners will visit the U. S. Maritime Service Officers School in Alameda Saturday, where they will be guests of Capt. Malcolm E. Crossman, superintendent of the school.

Four of the winners rode in the Maritime day parade yesterday and were guests at the Propeller Club luncheon.

Winners were: Frank Quon, Galileo High; Priscill and Patricia Emery, George Washington High; Robert Glenn, Lowell High; Joyce Taylor, Mission High; Marilyn Nave, Lowell High; William Dunn, George Washington High; Shirley McTernan, Balboa High; Sam Sinelinkoff, Lowell High; and Fred Rogers, Galileo High.

Honorable mention was given to Norma Bosciani, Polytechnic High; and Raymond Beccio, Galileo High.

Sponsors of the contest were the Foreign Trade Week Committee and U. S. Maritime Training Service.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITORS

CUBA—Mr. Raul Lamelas of Cultural S. A., Obispo 527, Habana, Cuba, is interested in contacting manufacturers or exporters of electric refrigerators, radios, washing machines, irons, all kinds electrical appliances, typewriters, adding machines, calculating machines, files, office equipment. May be contacted while in the U. S. c/o Perez Trading Company, 15 Moore Street, New York 4.

SWEDEN—Mr. Torston I. Haker, representing three Swedish firms, is stopping at the Hotel Latham, 28th St. and 5th Ave., New York, and would like to hear from exporters and manufacturers in connection with the following:

Ljunggren & Haker, Brunkebergstorg 13, Stockholm, Sweden, are wholesale importers and distributors of automobile accessories of all kinds, including automobile heaters and radios. Also interested in small portable oil-burners portable for cottages, etc. Want exclusive distribution.

Broderne Ljunggren, Malmskillnadsgat 17, Stockholm, are wholesalers and retailers of furniture and household goods. Also interested in toys, especially mechanical toys.

Vaskan, Kungsgat 23, Stockholm, Sweden, are wholesalers and retailers of ladies handbags and luggage of all kinds.

Mr. Haker requests interested parties to send catalogues and prices, if possible FOB New York.

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An institution is the lengthening shadow of one man.
RALPH WALDO EMERSON

He Wouldn't Say That Now

In 1841, when Emerson wrote his essay on Self-Reliance, he could find much evidence in New England, in the colleges, the factories, the clubs, that an institution was the lengthening shadow of one man.

Now we find "it ain't necessarily so." Sometimes it's true, as in Ford Motors and Chrysler Corporation. But just as often it isn't true, as in General Motors, General Electric, and the United States of America.

Many men working together—some leading, some following—now build great institutions, and little institutions, too, which contribute greatly to individual lives and satisfactions.

A Chamber of Commerce almost never becomes effective through the efforts of only one man. But with the efforts of many men in the community, it almost never fails to accomplish great things.

The above message is No. 1 of a series sponsored in leading publications by the Chamber of Commerce of the United States.

Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, May 30, 1946 | Number 22

WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

May 24, 1946.

To The Members
San Francisco Chamber of Commerce
San Francisco 4, California

Dear Members:

Effective June 1st, the Washington Office of the San Francisco Chamber of Commerce will move to new and enlarged quarters at 1415 K Street, Northwest, Washington 5, D. C. The telephone number will remain DIstrict 0410 and the teletype number, WA 130.

The Washington Office of the San Francisco Chamber of Commerce was opened in March, 1944. Many Government agencies were issuing rules and regulations that affected business, agriculture, and labor in the San Francisco Bay Area. Congress was approving or considering legislation that concerned us all. And, in addition, we were in the midst of a great world conflict. As a result, many members of the Chamber were spending a great deal of time in Washington. It was to represent these members and the community as a whole in the national capital that the office was opened.

During the past two years and three months, the activities of the Washington Office have been numerous and complex. I will not endeavor to outline in detail our activities during that time. Any record of the accomplishments of the office must come from those who have participated in the use of the available facilities.

Thanks are due to the Members of Congress who have been so cooperative, and to my many friends in Government agencies who have always been willing to listen to our pleas for consideration of the problems presented to them.

Without the assistance of a capable Staff it would have been impossible to achieve any measure of success. The services of Billie E. Kletz, a well-known San Franciscan and my assistant, have been invaluable to the Chamber. Ann Riley, a Californian, who is in charge of the World Trade Department of the Washington Office, has done an outstanding job and deserves a great deal of credit. The newer members of our Staff, Grayce Fowler, Suzanne Cooper, and Undine Sien have also been most helpful in the work which we have tried to do. I am personally grateful to all of them for their loyalty and devotion to the San Francisco Chamber of Commerce.

Our relationships with the Directors, Management and Staff in San Francisco have been unusually cooperative and friendly. It is our hope that we can continue to serve all of you in connection with your Washington problems.

Sincerely yours,
Frank E. Marsh, *Manager*.

S. F. Exports Hit Record Volume

VALUE OF PACIFIC COAST EXPORTS AND GENERAL IMPORTS

	EXPORTS (value in thousands of dollars)			IMPORTS (value in thousands of dollars)		
	January 1945	December 1945	January 1946	January 1945	December 1945	January 1946
San Diego	2,795	1,780	1,399	545	627	630
Los Angeles	7,645	5,221	6,190	3,041	1,933	4,390
San Francisco	12,022	22,813	30,133	4,469	2,185	7,372
Oregon (Portland)	61,017	15,392	14,477	425	154	304
Washington (Seattle, Tacoma)	19,126	12,943	21,835	9,412	9,599	3,629
TOTAL	102,605	58,150	74,036	17,892	14,499	16,324

	EXPORTS (shipping weight) (in millions of pounds)			IMPORTS (shipping weight) (in millions of pounds)		
	January 1945	December 1945	January 1946	January 1945	December 1945	January 1946
San Diego	38.7	45.5	37.9	14.5	16.0	18.2
Los Angeles	144.8	289.9	441.1	82.2	26.6	73.3
San Francisco	156.8	424.1	431.1	106.0	38.9	69.0
Oregon (Portland)	254.9	260.0	390.9	2.3	0.8	1.9
Washington (Seattle, Tacoma)	173.0	199.5	300.0	243.2	215.4	163.3
TOTAL	768.3	1,219.0	1,601.0	448.1	297.7	325.7

Federal Airport Aid Bill to be Explained at Joint Area Meeting

Procedures that communities must follow in order to become eligible for participation in the Federal Airport Aid Bill will be outlined by J. S. Marriott, Regional Administrator, 6th Region, Civil Aeronautics Administration, at a joint meeting of the Bay Area Aviation Committee and Central and Northern California Chamber of Commerce Executives on Friday, June 14, at the Commercial Club.

● **R. W. F. Schmidt,** Regional Airport Superintendent for CAA, will also be present at the meeting.

Both CAA officials will answer questions and offer specific information of value to communities interested in developing airports with Federal funds on a matching basis.

The meeting will be held under the joint chairmanship of Edward V. Mills, Bay Area Aviation Committee chairman, and Mrs. Iona Booth, CANCCOCE president.

Lists of Approved Vets Schools Available

Lists of northern California educational institutions approved to offer training to veterans are now available at the San Francisco Chamber of Commerce.

The lists were prepared by the Chamber's Research Department, with the cooperation of the California State Department of Education.

Lead Pacific Coast in Export Trade

The San Francisco Customs District handled exports valued at $30,133,000 in January, 1946, it was reported today by the San Francisco Chamber of Commerce.

● **The report,** issued by the Chamber's World Trade department, is based on figures released by the Bureau of the Census of the United States Department of Commerce.

The January exports reflect a volume of trade totaling nearly a million dollars a day, the Chamber said.

● **Exports in December 1945** amounted to $22,813,000, while January 1945 figures were reported at $12,022,000.

San Francisco exports were 40.7 per cent of the total shipments from five Pacific Coast customs districts. Exports at other customs districts for January 1946 were: Washington, $21,835,000; Oregon, $14,477,000; Los Angeles, $6,190,000; San Diego, $1,399,000.

Although somewhat reduced in volume from prewar levels, San Francisco imports led those of other Pacific Coast ports as shown in the following figures: San Francisco, $7,373,000; Los Angeles, $4,390,000; Washington, $3,629,000; San Diego, $630,000; and Portland, $303,000.

On the basis of tonnage volume, San Francisco's export tonnage in January 1946 totaling 431,100,000 pounds was slightly under the Los Angeles total of 441,100,000 pounds, but the per ton value of San Francisco's exports was roughly five times greater than that of Los Angeles. Tonnage shipments from other Pacific Coast ports were as follows: Oregon, 390,900,000 pounds; Washington, 300,000,000 pounds; and San Diego, 37,900,000 pounds.

Import volume was heaviest at Seattle, with the Washington Customs District reporting 163,300,000 pounds; Los Angeles, 73,300,000 pounds; San Francisco, 69,000,000 pounds; San Diego, 18,200,000 pounds; and Portland, 1,900,000 pounds.

● **A recapitulation** of Pacific Coast customs district trade, together with comparative volumes, is listed above.

April Industrial Expansion...

By the Chamber's Industrial Department

Industrial development in San Francisco, the Bay Region and northern California continued at a high rate during April, according to the San Francisco Chamber's Industrial Department.

New plant and expansion projects were summarized as follows as to numbers and proposed outlays:

• San Francisco:	
17 new plants	$ 394,500
14 expansions	1,870,000
31 total	2,264,500
• Bay Area (12 counties):	
80 new plants	5,378,300
38 expansions	5,944,050
118 total	11,322,350
• Northern California:	
98 new plants	6,622,300
49 expansions	7,128,050
147 total	$13,750,350

The 31 projects for San Francisco for April will provide 476 new job opportunities.

April data bring the industrial development totals for northern California for the first four months of 1946 to 517 projects to require outlays of $43,714,150—$23,816,100 for 252 new projects and $19,898,050 for 265 expansions. Last year for the corresponding period there were 194 projects representing $22,194,700, of which $16,797,400 was for 107 new plants and $5,397,300 for 87 expansions.

The rate of development in terms of outlays is practically double for 1946 as compared with 1945 and the number of projects for 1946 is 2.6 times greater than for the corresponding period of 1945.

Some of the important projects announced for the Bay Area during April are:

- **American Marine Paint Company,** Rincon and Federal Streets, San Francisco, started construction on a $50,000 warehouse as an adjunct to their manufacturing operations here.
- **Pacific Greyhound Lines** will build an $850,000 bus maintenance and repair shop on site acquired on 7th and 8th Streets, between Irwin and Hooper Streets, San Francisco.
- **Sperry Flour Company,** Division of General Mills Inc., plans construction of a 200,000 sq. ft. six-story plant on a twenty-acre site at Lodi, San Joaquin County, to manufacture cereals. New plant will employ 150.
- **Barrett & Hilp,** San Francisco contractors, will construct and operate $100,000 plant at Redwood City to produce pre-fabricated houses, under contract with Precision-Built Homes Corporation of Trenton, New Jersey.
- **Santa Clara Metals Company,** Martin Avenue, Santa Clara, purchased 7½-acre site and plan construction of $250,000 plant to manufacture new type sectional refrigeration units.
- **Eric Wilson,** Tamalpais and San Anselmo Avenues, San Anselmo, Marin County, will erect a $20,000 one-story frame and concrete frozen food plant.
- **Hunt Foods, Inc.,** Hayward, Alameda County, will construct $400,000, 150,000 sq. ft. addition to present canning plant for expansion of operations. New canning equipment will eventually be installed.
- **United Airlines,** San Francisco Municipal Airport, will build $3,000,000 west coast overhaul and maintenance plant, to afford employment for 6,000 persons.
- **San Jose Window Shade Company,** Locust and San Fernando Streets, San Jose, plan construction of $50,000 factory.
- **Waterford Winery, Inc.,** Waterford, Stanislaus County, is preparing plans for a new $55,000 winery.

Steps to Avert Food Shortage Advocated by S. F. Chamber

Steps to avert an acute domestic bread and feed shortage are advocated by the San Francisco Chamber of Commerce as the result of a special meeting held under the auspices of the Chamber's Industrial Department last week.

- **Participants in the meeting** were representatives of various segments of the food industry and Dewey Anderson, Executive Secretary of the United States Senate Special Small Business Committee.

- **"Bread is becoming unavailable** to California citizens," according to a statement on "the situation" adopted by the Chamber and continuing as follows:

"Flour mills and bakeries in various parts of the state have closed. Other mills and bakeries will close shortly unless supplies are made available. Conditions do not justify the hardships being experienced by California consumers or California businessmen.

"American citizens are unquestionably in full sympathy with any sound program to alleviate starvation throughout the world and War Food Order No. 144 resulted from a program in behalf of world-wide relief. However, as in many other recent cases where it has not been practicable to administer theoretical plans, the present result of the Order has been to make wheat unavailable to domestic flour mills, flour unavailable to bakers, feed unavailable to poultry and other livestock, and bread unavailable to American citizens, with dire effects on the general economy.

"It is understood that Order No. 144 provided for a percentage allocation of flour to bakers which has been prevented by complications which have developed. It is not believed that it was the desire of the Department of Agriculture, through the Order, to deprive the American public of a fair share of available wheat products, and it is believed that the Order can be implemented to assure the fair allocation of such products to preserve the domestic milling, baking and livestock industries.

- **Recommendations.**—In order to correct the situation and avert the dire consequences of unwarranted efforts to establish a pattern for the disastrous regimentation of the American food supply, the San Francisco Chamber of Commerce recommends that all possible steps be taken immediately through appropriate agencies to cause the Department of Agriculture to:

"(1) **take such action as necessary to assure mills and purveyors of flour at the wholesale level sufficient wheat or flour to approach the percentage allotment specified under the regulations; and**

"(2) issue a regulation directing mills and wholesale purveyors of flour to allocate from the available supply on an equitable basis to each customer that percentage of flour to which he is entitled under Order No. 144; and

"(3) **authorize procedures whereby, (a) in determining allocations, each processor shall establish the amount of flour used during 1945 for food supplied to the armed forces, which amount shall be deducted from his allocation, and (b) any wheat products supplied to the armed forces during 1946 or hereafter shall be made from additional allocations set aside for that purpose."**

Chambers throughout northern California are being urged to take similar action and the Washington Office of the San Francisco Chamber is active in seeking to give effect to the preceding recommendations.

Aid to Small Business Through Participation Plan Told by RFC

Over $100,000,000 in credit has been released to business enterprises without the actual use of Federal funds, according to John S. McCullough, San Francisco manager of Reconstruction Finance Corporation.

- **Reviewing** the first year's operation of RFC's "blanket participation agreement" with banks, McCullough explained that under this plan RFC will guarantee up to 75 per cent of any loan, except agricultural or home building, made by a bank when the latter does not wish to carry the entire loan responsibility.

"This novel experiment has worked out very successfully," said McCullough. "About 20 per cent of the banks of the nation have already signed up on the plan, and more are joining daily. The chief aim is to give all possible aid to small business in this reconversion period. While under the participation agreement RFC can guarantee up to 75 per cent of a loan as large as $350,000, most of the loans are far less than that. We are as much interested in the small loan as in the big one."

L. A. - Mexico City Air Service Granted to Western Air Lines

Local air service between San Francisco and Mexico City is now possible as the result of a decision by the Civil Aeronautics Board granting authority to Western Air Lines to inaugurate air service between Los Angeles and Mexico City.

- **The authority** granted by CAB permits a direct single carrier service from the western United States to Mexico City, with intermediate stops at San Diego and La Paz, Lower California, Leo H. Dwerlkotte, executive vice president of Western, said.

"The new line will add approximately 1,564 miles to Western's 4,303 miles of routes over the western United States," Dwerlkotte stated.

According to Dwerlkotte, Western will inaugurate the service with the 44-passenger DC-4 Skymaster and will establish 300-mile-an-hour service in the near future with the 54-passenger DC-6 plane, flying the 1,564 miles from Los Angeles in approximately seven hours.

Aero Moves Training Base to Oakland

Aero Industries Technical Institute, subsidiary of Technical Crafts Corporation, has recently moved its training base to Oakland Municipal Airport from Glendale.

• **The training base** will be used for training veterans and civilians in all technical phases of aviation.

Relocation of the base at Oakland was motivated, according to Aero officials, by the Bay Area's strategic location which will enable them to provide central facilities for northern California, Oregon and Washington trainees.

Government Training Fellowships Awarded by Denver University

The Ninth Annual Award of ten $1,200 graduate fellowships in Government Management has been announced by the University of Denver.

An intensive academic and field work training program in government administration covering 12 months, the course is designed to train students to assume positions of responsibility in organizations engaged in the evaluation of governmental administration, policies and procedures.

• **The curriculum** for the study of government management includes the following subjects: Administrative Law, Citizen's Groups, Federal-State Relations, Governmental Accounting, Governmental Planning, Legislative Procedure, Personnel Administration, Public Education, Public Finance, Public Reporting, Public Opinion, Public Works, Public Welfare, Research in Citizen Organizations, Research Methods, State and Local Administration, and Statistics.

While in residence at the University, students are also assigned major research projects dealing with an aspect of administration. In addition, conferences are held with public officials on the practices and problems of government.

At the end of nine months, the students are assigned specific field projects requiring the appraisal of a unit of government. The field work is usually conducted in cooperation with a citizens' organization or an established research association, and results of the survey are formulated in a report which constitutes the thesis requirements.

CORRECTION

Victor S. Shipway is assistant export manager of Marsman Company, not export manager, as was reported in the May 23rd issue of *Bay Region Business.*

Ralph V. Dewey is export manager of Marsman Company.

Sale of Geneva Plant to U. S. Steel Urged by S. F. Chamber

Sale of the steel plant at Geneva, Utah, to the United States Steel Corporation, in behalf of its subsidiary, the Columbia Steel Company, is advocated by the San Francisco Chamber's Board of Directors on recommendation of its Iron and Steel Section.

• **In accordance with this action,** members of Congress and the Department of Justice are being urged to approve the sale which has already been recommended by the War Assets Administration's Price Review Board.

The San Francisco Chamber's statement on the subject follows:

"On recommendation of its Iron and Steel Section, the San Francisco Chamber of Commerce advocates acceptance by the United States Government of the bid of the United States Steel Corporation for the steel plant at Geneva, Utah.

"Because of its interest in the future industrial development of the western states, the San Francisco Chamber of Commerce has been concerned with the disposal of the government-owned steel plant at Geneva for some months. It has previously established a policy favoring the outright sale of the property to the highest responsible bidder; a price by the government for the property consistent with its earning capacity, rather than its war-time costs; and its sale under conditions which would assure competitive conditions in the western steel market.

"On analysis, the bid of the United States Steel Corporation on behalf of its subsidiary, the Columbia Steel Company, seems to fulfill these specifications and prompt acceptance of the bid by the War Assets Administration, in behalf of the United States Government, is recommended."

The Steel Corporation has offered $40,000,000 for the Geneva Plant, plus $7,500,000 for the inventory, and commits itself to spend $18,600,000 for additional facilities at Geneva and $25,000,000 for the expansion of the Columbia Steel Plant at Pittsburg, Contra Costa County, the proposed program requiring an outlay of $91,100,000.

1948-1950 Centennial Observance in Bay Area Urged by C of C

Approval of a Centennial observance commemorating the discovery of gold in California, the gold rush and the admission of California to the Union was voted last week by the Board of Directors of the San Francisco Chamber of Commerce.

The Board advocated that a suitable celebration be held throughout the Bay Area during 1948, 1949 and 1950 to commemorate these historical events.

S. F. Safety Drive Commended by C of C

The educational safety campaign being sponsored by the San Francisco chapter of the National Safety Council was commended last week by the Board of Directors of the San Francisco Chamber of Commerce.

• **"The cause** is a worthy one," declared Brayton Wilbur, Chamber president, "and deserves the support of thoughtful people everywhere."

With its slogan "Safety is everybody's business," the San Francisco chapter of the National Safety Council is now conducting a drive to enroll 50,000 San Franciscans as members of the Council.

During 1945 in San Francisco, the Council reports that 649 persons died and 65,200 were injured through accidental causes. The economic cost of these accidental deaths and injuries to San Francisco was estimated at $25,482,000.

"San Francisco has one of the worst accident records in the nation," declared R. E. Fisher, co-chairman of the drive. "Until every citizen takes an active part in accident prevention and realizes that it is a duty of citizenship we shall not make headway in reducing death and injury."

Join Now GREEN CROSS FOR SAFETY *For Life!*

Re-routing of "E" Line Urged

The San Francisco Chamber's Board of Directors has gone on record in favor of the re-routing of the Union Street "E" bus-trolley line between the bridge terminal and Greenwich and Lyon Streets.

• **Purpose** of the proposed change is to bring transportation in and out of the financial district from the bridge terminal.

According to the proposed plan, the "E" line, which now terminates at the Ferry Building, would be re-routed from Columbus Avenue and Jackson Street over a new route which would terminate at the bridge terminal. Connection between this new route and the Ferry Building would be accomplished through shuttle bus service.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITORS

CHINA—Mr. H. S. Liang, Vice President, United China Engineering and Development Corporation, visiting San Francisco enroute to China, wishes now to complete arrangements to represent San Francisco manufacturers in China. Until June 7 Mr. Liang may be contacted at the St. Francis Hotel.

COLOMBIA—Mr. A. John Coromina, Air Mail Box 52, P.O. Box 96, Cali, Colombia, is in San Francisco to obtain agencies and representations of manufacturers of San Francisco and California products, including bathroom fixtures, crockery, brushes and paints, electrical wires, electrical bulbs, hardware, etc. May be reached care of John Davies & Co., EX 5370.

COSTA RICA—Mr. Donald J. Murphy of Mid-America Trading Company, Costa Rica, wishes to contact manufacturers for representation or agencies. Especially interested in dresses, women's hats, cosmetics, lucite novelties, plastic raincoats, plastic pocketbooks, neckties, socks, wines, liquors, other lines. May be reached at 307 Fifth Avenue, New York 16, New York.

EXPORT

5045 NEW ZEALAND—Mr. J. F. Johnston of Motor Specialties Ltd., 80-86 Anzac Avenue, Auckland, wants automotive parts, accessories, garage equipment, tools, marine engines and accessories, machine tools, industrial equipment.

5046 PHILIPPINES—John Landahl, Inc., 306 Chaco Building, Manila, wants groceries, such as canned goods, fish, meat, fruits, sausages.

5057 CHINA—Shi Mao & Company, No. 627 Lin Sin Road (Central), Shanghai, want industrial chemicals, medicines, papers, leather and soles, dyes and paints, hardware.

5067 NETHERLANDS INDIES—L. K. Eng, c/o Ong Tjoan N 10 Cy, Kapoklaan 4, Ternate, Moluccas, wants textiles, clothing, building materials, watches, fountain pens, cigarettes, etc.

5077 FRANCE—E. F. M. Wolff, 7 Boulevard Bourdon, Paris IVe, wants chemicals and drugs.

5095 GUATEMALA—Bietti & Massanet, 5a Avenida Sur y 14 Calle Poniente, Guatemala City, want ammonium phosphate, superphosphate, fish bonefertilizer, fish bone white powder, DDT, dairy equipment, agricultural machinery, other agricultural equipment.

IMPORT

5097 STRAITS SETTLEMENTS—Singapore Produce Co., 52 Cecil Street, P.O. Box No. 582, Singapore, offer bauxite ore, cocoanut oil, copra, tin, scrap, rubber, tinned pineapple, palm oil, kapok, gum damar, gum copal, isinglass, rattan, lizard, crocodile and python skins, tapioca, zircon, other items.

5100 INDIA—Wassiamull Assumull & Co., 5/23 Grant Street, Calcutta, offer carpets and curios.

5106 CZECHOSLOVAKIA—Lothat Roessler, Gablonz/Neisse, manufactures for export fancy stones for jewelry, buttons, etc. Also makes jewelry, including rhinestone line.

REPRESENTATION

5124 HAWAII—Honolulu Junk Co., Ltd., 836 S. King Street, Honolulu, wants clay pots.

5130 LEBANON—M. & J. Roumanos, B.P. 1241, Beyrouth, wants cosmetics, toiletries, perfumes, etc.

5142 CANADA—F. C. Armstrong & Co., 65 Frong Street, E. Toronto, wants groceries, fruits, edible tree nuts.

SURPLUS PROPERTY

The Domestic Trade Department has been notified of the following offerings of surplus materials in the Bay Area:

By the Naval Supply Depot, Sales Officer, Bldg. 313, Oakland:

- **Sales Catalog B-89-46** until 2:00 P.M., June 5 on: flood lights; electric grinder pedestals; electric wire; coffee maker heating elements; connectors; fan blade assemblies and guards; wool felt pipe insulation; insulator turn buckles; rubber washers and balls; paper gaskets; onion seed; 2½ inch varnish brushes; rubber hose; augers; thermos jugs; fishing sinkers; oil lanterns; aluminum rivets; dollies for handling oil drums; shoe half soles and shoe polish daubers. Mostly in new-excellent condition.
- **Sales Catalog B-86-46** until 2:00 P.M., June 4 on: quantities of used wooden cases; wooden shells; turkey crates; and flats with filler and covers.
- **Sales Catalog B-87-46** until 2:00 P.M., June 4 on: used citrus and vegetable crates and L. A. tomato lugs—all without covers.

Adrien Falk Elected Third Vice President, State Chamber

Asa V. Call, president of the Pacific Mutual Life Insurance Company, Los Angeles, was elected president of the California State Chamber of Commerce at the initial meeting of the new board of directors recently.

- **Call** succeeds Harrison S. Robinson, newly-elected treasurer of the State Chamber, who retired after two years' service as president.

The newly-elected first vice president is Harry A. Mitchell, vice president and general manager of Western Pacific Railway, San Francisco. James E. Shelton, chairman, executive committee, Security-First National Bank, Los Angeles, was elected second vice president.

Adrien J. Falk, vice president and general manager, S & W Fine Foods, San Francisco, and 1944 president of the San Francisco Chamber of Commerce, was elected third vice president.

Call, a native of Los Angeles and graduate of University of Southern California, was admitted to law practice in 1914. Vice president of the University of California, he is a director and general counsel for several leading statewide business organizations. For a number of years he served as a director of the California State Chamber of Commerce.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6354—WM. C. BUNDY & CO., 106 West Third Street, Suite 639-642, Los Angeles 13, California, looking for a representative to handle their ceramics and metal gift ware in Northern California, Oregon and Washington. Pay straight 15% commission.

D-6355—MILLION NOVELTIES, 111 Northeast Ninth Street, Miami 36, Florida, looking for jobbers covering department stores and specialty shops in the western states who might be interested in their hand painted lines of ladies' scarves, kerchiefs, handkerchiefs and fancy linens. Also hand painted seashell and ornamental jewelry.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

"Get Out the Vote" Campaign Progresses

The "Get Out the Vote" Campaign, with the slogan Vote as You Please—But Please Vote, is again being sponsored by the San Francisco Junior Chamber of Commerce.

- **This campaign** was initiated by the Junior Chamber as a project of its State and National Affairs Committee in 1944.

Since that time it has been enlarged to include other San Francisco groups under the name of the Joint Citizens Committee, which is composed of the A.F. of L., C.I.O., Republican National Committee, Democratic National Committee, and League of Women Voters.

As a result of the group's efforts this year, 410,000 people were registered to vote. This is the largest number in the history of San Francisco.

The committee's efforts are now directed toward the highest vote in the history of San Francisco.

Vote as you please—but please vote on June 4th.

S. F. Chamber Director Joins New Public Relations Firm

Milton H. Esberg, Jr., director of the San Francisco Chamber of Commerce, has joined the public relations firm, Consultants Ltd., as a general partner.

Esberg was formerly associated with the General Cigar Company.

Consultants Ltd. was recently established by N. J. L. Pieper, former special agent in charge of the San Francisco office of the Federal Bureau of Investigation, and R. E. Mayer, who was associated with Pieper in the FBI's regional office.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting Monday, May 27, was:

Earl Lee Kelly, member, San Francisco Chamber Board.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• DEDICATED PATENTS

A list of 434 unexpired patents which have been "dedicated" to the public by Government agencies, corporations, and individual inventors has been issued by the Patent Office, Department of Commerce.

These patents are available for use by the public without payment of royalties, licensing agreement, or other arrangement with the owners.

A large number of the patents were developed by the Department of Agriculture and are chiefly applicable to agricultural pursuits. They range from a fly trap to varieties of roses and carnations and include a process for fire-proofing and waterproofing materials, wire baleties, bags for fruits and vegetables, spraying machine, process of growing mushrooms, and many insecticide compounds.

Supplements to the list are to be published occasionally. Notice of such publication will be given in the Office Gazette of the Patent Office and otherwise announced.

Copies of the list entitled "Dedicated Patents" (May 1946) may be obtained free from the Commissioner of Patents, Department of Commerce, Washington 25, D.C., or may be seen at the San Francisco Office of the Chamber.

• PAPER PRODUCTION

Because of the increased paper production in both the first and second quarters, controls over the paper industry will not be reinstated, according to a statement made by John D. Small, Administrator of the Civilian Production Administration.

"I feel that the paper industry has done a splendid job of reconversion," Mr. Small said. "Census figures for the first quarter show an overall production of 4,573,702 tons or an annual rate of 18,492,808 tons, as compared to 1941, when paper production reached the then all-time high of 17,762,364 tons."

An increase in the yearly set-aside of housing construction lumber at the mill level from 8.2 billion feet to 12 billion feet is being considered by the Civilian Production Administration. The action, if effected, would be contained in an amendment to Direction 1 to Priorities Regulation 33.

CPA said that the new amendment was being developed in the belief that more housing construction lumber must be moved to distributors in order to (1) more adequately service the housing program; (2) provide for uses whose essentiality has been recognized by the assignment of rating assistance; and (3) provide some lumber for uses which have not received rating assistance.

New Reception and Hospitality Committee Formed by Chamber

Formation of a year round Reception and Hospitality Committee to welcome official business visitors from overseas was announced this week by the Board of Directors of the San Francisco Chamber of Commerce.

• Purpose of the committee's formation at this time is to prepare for the reception of 600 Chinese technicians who have been receiving advanced instruction in American methods and procedures in industrial and utility establishments in the United States. A small contingent will arrive in San Francisco in June en route home to China, while the remaining members of the group will return in July.

The Reception and Hospitality Committee will be composed of representatives from leading business and professional organizations in San Francisco and will work closely with a similar group created by the Oakland Chamber or Commerce.

The Foreign Trade Association and the World Trade Promotion Section of the San Francisco Chamber originally suggested the formation of the new committee.

Two New S. F. Airlines To Begin Flights Soon

Two new airlines named San Francisco as their base of operations last week.

• Slick Airways, a non-scheduled air freight carrier, and Southwest Airways, a local feeder line air service, are scheduled to begin operations here soon.

Slick Airways was organized a few months ago by ex-servicemen and now has offices in several major U. S. cities. San Francisco manager is Larry Avila, formerly of United Air Lines.

Southwest Airways was recently authorized by the Civil Aeronautics Authority to operate a local feeder-line air service covering 1,100 miles of routes on the West Coast.

• Operations will begin in four months and will mean local air service between San Francisco and Los Angeles, via Oxnard, Century, Santa Barbara, Santa Maria, San Luis Obispo, Coalinga, Monterey, Santa Cruz and San Jose.

Pacific Isles Receive Chamber Certificates

Certificates of honorary membership in the San Francisco Chamber of Commerce have been sent to the Chambers of Commerce of Auckland, New Zealand; Suva, Fiji Islands; and Noumea, New Caledonia; and to the Community of Canton Island, according to an announcement by Chamber president, Brayton Wilbur.

• The certificates went via Pan American's Mandarin Clipper on the first regularly scheduled flight to the South Pacific since the end of the war.

The Mandarin Clipper was piloted by J. E. Anderson of Los Altos and carried a crew of 11 and 17 passengers.

Sending of the certificates is the continuation of a program to further international goodwill begun when a similar certificate went to the Honolulu Chamber of Commerce on the start of Pan American's commercial Constellation flights between here and the Islands.

Employment In California Gold Mines Under Study

Ways and means of assuring future employment in the California gold mining industry were considered at last week's meeting of the San Francisco Chamber's Mining Committee.

• In attendance at the meeting were Ray J. Kronemeyer, Executive Manager of the Grass Valley Chamber of Commerce, and A. Maltman of Grass Valley who has been active in behalf of the gold mining industry.

Members of the group as well as other representatives of the gold mining industry are investigating the possibilities of domestically-mined gold being sold in the world market and efforts are being made to arrange Washington conferences in order to develop a plan for the worldwide marketing of gold.

As a result of wartime conditions and War Production Board Order L-208 which closed the mines, very few properties in 19 counties of the state are now in operation.

• "Gold mining is essential to the economy of these counties and thousands of jobs will be contingent on an adjusted price for currently mined gold or the opening of the world market to domestic producers," according to G. L. Fox, manager of the Chamber's Industrial Department.

General Business Activity

Thumb Nail Sketch: by the Research Department

• Trend

General business activity in San Francisco broke into new all time high ground for the month of April. Our index at 208.4 was 11.2 per cent above last April and the average for the first four months was up 4.0 per cent.

Real estate sales in San Francisco attained another new all time monthly high in April of $26,009,477, only slightly above the preceding month, but nearly double last April and carried the four months cumulative to $95,631,943, or 69 per cent above a year ago.

April San Francisco Airport traffic also climbed to a new monthly high of 62,695 passengers on and off. Plane traffic was up 67 per cent and passenger 97 per cent above last year. The four months' cumulative was up 73 per cent and 88 per cent respectively.

Building permit value for April more than doubled last April, but was about one-fifth of the abnormal March total. New residential permits provide for 316 dwelling units, compared to 362 in March and 253 last April. Value of non-residential permits, although nearly ten times last April, was only about one-quarter of the eight million dollars for March crowded in before controls were established. Total building permits in San Francisco for four months cumulative of 2,987, valued at $20,575,291, were up 79.8 per cent and 423.9 per cent respectively, compared to last year; new residential permits providing for 1,147 dwelling units accounted for 22 per cent of the total value of $4,624,774; and non-residential cumulative of $9,094,184 was 20 times that of a year ago.

• Retail Trade

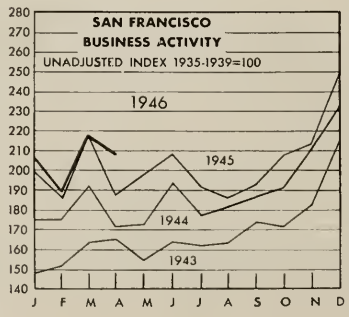
April retail department stores sales in San Francisco were up 40 per cent above last April, influenced some by Easter falling late in April this year. The four months cumulative sales were up 13 per cent. Gains in the metropolitan area and in Northern California were similar, while sales in Southern California were up 54 per cent and 21 per cent respectively.

• Wholesale Trade

Wholesalers in the Pacific Coast states reported sales 14 per cent above last year for the first 3 months. The mountain group led all regions in the nation with a gain of 26 per cent, and the nation's sales were up 18 per cent. Some lines in the Pacific Coast market, however, were strong. Confectionery sales were up 39 per cent, auto supplies 27 per cent, meat products 30 per cent, and shoes 18 per cent. Most quiet lines compared to last year were industrial supplies, machinery, and fresh fruits and vegetables.

• Manufacturing

April employment and payrolls in the manufacturing industries in the San Francisco industrial area (5 counties), unimpeded by any major local work stoppage, rebounded 27.7 per cent and 35.5 per cent respectively above March levels. Employment of wage earners rose 23,300 from 83,000 in March to 106,300 in April, with 54,000 in the non-durable group and 52,300 in the durable groups. Average weekly earnings in April amounted to $51.36; average hour earnings to $1.306, and average hours worked per week to 39.3 compared to $48.27, $1.27 and 38 hours respectively in March.



Payrolls in the non-manufacturing industries during the first four months of this year compared to the same period last year were up 13.9 per cent in the retail group, 12 per cent in the hotel group and 6.3 per cent in the wholesale field.

Industrial development reported by the Chamber's Industrial Department for April for San Francisco shows 31 projects with outlays of $2,264,000; twelve Bay Counties accounted for 118 projects amounting to $11,322,000 and Northern California for 147 projects with outlays of $13,750,350. The outlays over last year are nearly double.

• Employment Status

Unemployment claims reported for 18 cities in Bay Region by the State Department of Employment for week ending May 9, were below the level of the preceding month and totaled 66,579, or 21 per cent of the state total. Compensable claims in this region accounted for 39,364, or 20 per cent of those for the state, and veterans' claims amounting to 17,473 accounted for 19 per cent of those for the state.

Bank debits for the five Bay Cities reported by the San Francisco Federal Reserve Bank amounted to $2,342,838,000 in April, or 10.1 per cent above last April. The four months cumulative of $9,388,331,000 amounted to 34.5 per cent of the 1945 total and were up 6.5 per cent above the similar period last year.

• Cost of Living

Living costs or "Consumer Prices" in San Francisco have fluctuated only slightly during the first four months of this year based on the United States Labor Department index for all items. Gas and electricity costs, already relatively low among other cities, have declined nearly 10 per cent between January and April. The index of all items in April was 134.0, or 1.1 per cent above last April, and 34 per cent above the 1935-1939 base period.

Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY		APRIL 1946	APRIL 1945	PER CENT CHANGE	1946 4 MONTHS	1945 4 MONTHS	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY							
S. F. C. of C. Index 1935-39 Avg. = 100		208.4	187.4	11.2	205.8	197.8	4.0
CONSTRUCTION PERMITS							
Total	(number)	813	472	72.2	2,987	1,661	79.8
	(value)	2,622,580	1,206,077	117.4	20,575,291	3,927,530	423.9
Residential, New	(number)	267	170	57.1	687	496	38.5
	(value)	1,713,600	919,800	27.6	4,624,774	2,502,300	84.8
Dwelling Units	(number)	316	253	24.9	1,147	710	61.5
Single-Family Dwellings, New	(number)	223	87	156.3	824	282	192.2
	(value)	1,265,200	308,800	309.7	4,751,144	1,004,300	373.1
Non-Residential, New	(number)	16	11	45.5	164	33	400.0
	(value)	266,854	20,925	2652.9	9,094,184	448,160	1929.2
Additions, Alterations and Repairs	(number)	530	299	142.0	1,742	771	125.9
	(value)	642,076	248,079	158.8	4,768,123	884,916	438.8
REAL ESTATE							
Sales	(number)	2,150	1,247	72.4	7,968	5,213	52.8
	(value)	26,009,477	13,319,436	95.3	95,631,943	56,546,025	69.1
Mortgages and Deeds of Trust	(number)	1,832	1,109	65.2	6,416	4,573	40.3
	(amount)	16,767,917	8,412,556	99.3	58,164,696	30,810,743	88.9
RETAIL DEPARTMENT STORE SALES							
San Francisco	(index)	240	178	34.8	217	189	14.8
FINANCE							
Bank Debits	($000)	1,818,204	1,610,013	12.9	7,394,656	6,847,455	8.0
Bank Clearings	($000)	1,408,656	1,204,397	16.9	5,688,930	5,081,381	12.0
Postal Receipts	($)	2,111,970	3,318,486	-36.4	8,789,222	18,571,207	-47.3
San Francisco Stock Exchange	(no. shares traded)	1,308,343	614,859	112.8	6,077,486	2,711,680	124.1
	(market value)	23,326,093	13,719,261	70.0	92,244,236	56,006,598	64.7
COMMERCIAL FAILURES	(number)	1	2	-50.0	6	5	20.0
Liabilities	($)	9,411	12,287	-23.4	50,152	88,210	-43.1
Assets	($)	9,271	10,600	-12.5	56,087	11,035	408.3
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)							
Employment	(index)	126.7	241.4	-47.5	105.2	261.2	-59.7
Payrolls	(index)	211.6	469.8	-55.0	169.1	505.1	-66.5
NON-MFG. INDUSTRIES—(5 Co.'s) (a)							
Laundering, Cleaning, Dyeing	(payroll)	165.0	165.3	-0.2	165.9	165.7	0.1
Wholesale Trade	(payroll)	169.3	159.5	6.1	160.8	151.2	6.3
Retail Trade	(payroll)	165.5	138.9	19.2	157.8	138.6	13.9
Hotels	(payroll)	226.2	199.0	13.7	222.7	198.8	12.0
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.		3,647	10,172	-64.1	15,741	47,570	-66.9
Industrial Placements	(number)	2,777	9,090	-69.4	12,091	43,045	-71.9
Commercial Placements	(number)	870	1,082	-19.6	3,650	4,525	-19.3
TRANSPORTATION							
Freight Car Movements	(number)	25,251	30,209	-16.4	90,565	120,725	-25.0
San Francisco Airport Traffic	(no. planes)	4,231	2,518	67.3	16,084	9,291	73.1
	(no. passengers)	62,695	31,809	97.1	214,575	114,151	88.0
Express Shipments—Rail	(number)	410,529	330,655	24.2	1,591,449	1,338,540	18.9
Air	(number)	20,356	9,685	110.2	64,509	39,969	61.3
Air Mail Loaded	(pounds)	681,142	1,389,809	-51.0	2,934,021	7,976,277	-63.2
WORLD TRADE							
Vessel Arrivals with Cargo	(number)	275	291	-5.8	1,020	1,068	-4.5
	(net registered tons)	1,213,716	1,237,539	-1.9	4,551,380	4,550,157	0.0
Vessel Departures with Cargo	(number)	249	286	-13.3	1,038	1,117	-7.1
	(net registered tons)	1,054,848	1,212,465	-13.0	4,446,250	4,813,674	-7.6
Exports—Value	(millions of dollars)	30.1(d)	12.0(e)	150.0			
Quantity	(millions of pounds)	431.1(d)	156.8(e)	174.9			
Imports—Value	(millions of dollars)	4.2(d)	4.5(e)	-6.4.4			
Quantity	(millions of pounds)	69.0(d)	106.0(e)	-34.9			
UTILITIES AND NEW DEVELOPMENTS							
Electric Energy Sales Index	(k.w.hrs.)	182	186	-2.2	191	196	-2.6
Industrial and Commercial Gas Sales	(cu.ft.)	1,166,296,000	1,166,349,100	0.0	4,437,133,200	4,507,926,800	-1.6
Water Consumers	(net gain)	122	185	-34.1	818	864	-5.3
Tourist and Settler Inquiries	(number)	312	61	411.5	970	286	239.2
DAIRY RECEIPTS, FRUITS AND VEGETABLES							
Butter	(pounds)	834,800	5,460,381	-84.7	2,976,343	17,798,893	-83.3
Cheese	(pounds)	1,417,389	1,695,821	16.4	5,163,669	5,296,491	-92.5
Eggs	(cases)	107,617	117,707	-8.6	382,698	495,230	12.7
Poultry, Dressed	(pounds)	1,425,763	2,409,670	40.8	7,124,312	7,454,467	-4.4
Fruits and Vegetables	(carlots)	1,678	1,706	1.6	6,792	6,685	1.6
LIVESTOCK SLAUGHTER (b)	(total number)	229,663	225,920	1.7	843,099	762,911	10.5
Cattle	(number)	39,573	38,583	2.6	172,464	164,640	4.6
Calves	(number)	9,718	11,792	-17.4	34,653	32,406	6.9
Sheep and Lambs	(number)	140,836	144,369	-2.4	414,963	435,559	-4.7
Hogs	(number)	39,536	41,176	26.8	221,019	130,306	69.6
S. F. LIVING COSTS 1935-39 Avg. = 100							
Food	(index)	149.3	148.4	0.6	148.7	146.7	1.4
Clothing	(index)	147.3	142.0	3.7	147.1	141.9	3.7
Rent	(index)	106.4	106.3	0.1	106.4	106.3	0.1
Fuel, Electricity, and Ice (c)	(index)	85.9	92.6	-7.3	90.0	92.6	-2.8
Gas and Electricity	(index)	77.7			82.9		
Other Fuel and Ice	(index)	113.2			113.2		
House Furnishing Goods	(index)	129.5	130.5	0.8	130.3	132.4	-2.8
Miscellaneous	(index)	134.8	132.3	1.9	134.2	131.8	1.8
All Items	(index)	134.0	132.6	1.1	133.4	131.9	1.1

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.
(b) Federal Inspection—San Francisco District.
(c) Gas costs have declined since 1925 and electricity costs since 1921.
(d) January, 1946 latest reports available for comparison.
(e) January, 1945 latest reports available for comparison.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

Chamber Aids Campaign To Find Jobs For Veterans

A "Jobs for Veterans" Committee with the San Francisco Chamber of Commerce as one of its sponsors has been formed to focus the attention of local employers on the problems of the unemployed ex-servicemen, according to an announcement from William Johnston, chairman of the group.

• **All of San Francisco's** veteran's organizations are represented on the committee which will also act as an advisory body to the United States Employment Service.

Johnston, a past District Commander of the American Legion, said: "The U. S. Employment Service is charged with the placement problems of veterans, but our committee feels that this is not a task for the USES alone. Government figures show that over 11,000 veterans are registered for employment in San Francisco. To solve this problem we ask for the support of both labor and management."

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

IMPORT-EXPORT

5183 FRANCE—Maurice Vexenat, 20 Avenue de Saxe, Lyon, offers textiles, principally silk goods, scarves and silk handkerchiefs, fancy men's ties, luxury furniture and antique copies. Also wants agency for import of specialties.

5188 CHINA—The Chienan Overseas Trading Co., P.O. Box 1555, Shanghai, wants import-export connections, representations.

EXPORT

5195 PHILIPPINES—Gonzalo L. Manuel & Co., Cable: GONMANCO, Manila, want construction materials, electrical supplies and appliances, refrigerators, ranges, radios, plumbing fixtures, supplies, textiles, groceries, canned goods, automotive supplies and other merchandise.

5206 INDO-CHINA—H. Humbert, 9 Rue Champoudry, Dalat, Annam, wants food products, fruits, vegetables, fish, preserves, chocolates, cocoa, pork products, crackers, spices, sauces, all kinds cutlery and jewelry, perfumes and toiletries, smoking articles, pens and pencils, watches, clocks, suitcases, coffee makers and percolators, household and kitchen articles.

5218 MEXICO—Articulos Electricos, S.A., Angel Flores y Tacuba, Mazatlan, Sinaloa, wants surplus Army goods, such as radio receivers, radio transmitters, radio equipment, jeeps, trucks, etc.

IMPORT

5231 CZECHOSLOVAKIA—Vlasta Daisy Dedina, 4 Drevarska, Brno, offers glassware, chinaware, toys, gloves, embroidery, tablecloths, etc. Wants to act as purchasing agent for American concern.

5238 ARGENTINA—Chiesa, Cane & Cia. S.R.L., Defensa 441, Buenos Aires, offers dried vegetables, dried fruits, canned fish, candy and marmalade, pork specialties, etc.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6356—PARTS PACKAGING CO., 2550 Catalpa Drive, Dayton 6, Ohio, interested to act as manufacturers representative or distributor for local manufacturers. Calls on hardware, department, appliance and furniture stores within a radius of sixty miles of Dayton.

D-6357—MISS LAURA M. MYERS, 326 16th Avenue, Seattle, Washington, would like to contact San Francisco manufacturers of items to be sold to infants', children's and women's shops. Will cover the states of Montana, Idaho, Oregon and Washington.

GIVE TO SAVE LIVES

DOMESTIC TRADE TIPS

D-6358—SUSIE-MAE COMPANY, 6501 North 5th Street, Philadelphia 26, Pennsylvania, looking for distributor or manufacturers' representative for their women's aprons.

D-6359—MR. SAM VOLMAN, P.O. Box 4447, Memphis 1, Tennessee, would like to contact manufacturers on the West Coast who would be interested in representation in Tennessee, Mississippi and Arkansas for any hardware, furniture or sporting goods items.

D-6360—HOUGH SHADE CORPORATION, Janesville, Wisconsin, seeking manufacturers' agent to sell their industrial shades and venetian blinds. Commission basis, territory assigned on exclusive basis, and intensive national trade magazine and direct-by-mail advertising throughout the entire year.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

SURPLUS PROPERTY

The Domestic Trade Department has been notified of the following offerings of surplus materials in the Bay Area:

By the Mare Island Naval Shipyard, Supply Dept., Bldg. 71, Vallejo:

• **Sales Catalog B-46-46** until 10:00 A.M., **June 10** on the following new materials: socket wrench sets; breast drills; paper files; planes; squares; pipe vises; globe valve nozzles; upholstery tacks; nails; screws; elbows; Bakelite rod and tubing; nuts; steam cocks; conduit lock-nuts; marking brushes; hand-wheels; sealing compounds; metal gaskets; tees; fuses; knife switches; pony cleat receptacles; plugs; adaptor caps; table connector plugs; receptacles and switches; reflectors; relays; retainers; terminal boxes; lighting fixtures; fuse links; globes; telephone head bands; telephone receivers; electric water heater; transmitter and receiver housings; copper lugs; reducing bushings and couplings; plate carbons; centrifugal pump; red and clear lenses; plate glass; gauge glasses; foot valves; basin drains; 42 lb. anchors; sponge rubber; steel sleeves; strainers; fresh-water breakers; compressor and lubricating oils.

Bay Region Business

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• INVENTORY—SALES

Through the cooperation of a representative group of manufacturers, monthly reporting of inventory-sales statistics by the Department of Commerce is being speeded up. This faster reporting service will be achieved by wiring monthly inventory-sales data to Washington as soon as compiled.

The Office of Business Economics has announced that the first report, consisting of summary data and containing total figures for all manufacturing and for some major industry groups, will be issued about June 15. Subsequent summaries are expected to come out shortly after the middle of each month, preceding issuance of the regular monthly detailed report by two to three weeks.

Inventory-sales data have been found to be of considerable value in analyzing business trends, as inventory expansion or contraction sometimes plays a major role in initiating or intensifying fluctuations in the business cycle. Supplementing the stock-sales ratios of individual companies, the Department of Commerce feels these data serve as a guide to business management in the determination of broad policies.

• WHEAT SUBSIDIES

Effective June 1, 1946, and continuing in effect during the calendar month of June, 1946, the new rates of subsidy payment on wheat ground into flour are as follows:

1. **All wheat ground outside of the Pacific Coast area except wheat originating in the Pacific Coast area**
   47 cents a bushel
2. **All wheat ground in the Pacific Coast area and all wheat originating in the Pacific Coast area and ground outside that area.**
   50½ cents a bushel

These rates apply to wheat ground during the time the rates are in effect, except that if the applicant has registered forward sales of flour with RFC these rates shall apply to the wheat ground during the month in which the applicant is producing flour sold in June (using the first-in first-out principle to determine against which flour sales the wheat ground during any one month applies).

• SMALL BUSINESS

In further recognition of the importance of small business as related to our national economy and to the objectives of full employment and full production, Charles B. Henderson, Chairman of the Board, Reconstruction Finance Corporation, has announced there has been established in the Corporation a SMALL BUSINESS Division.

Second Chinese Training Group Here to Study Bay Area Utilities

A group of approximately 40 Chinese railroad and engineering technicians sailed today from San Francisco for China following a tour of Bay Area utilities and plants sponsored by the San Francisco and Oakland chambers of commerce.

• **This group** was the second of 1,300 Chinese trainees who have spent the past year in the United States studying American manufacturing and engineering methods. The first group sailed from San Francisco in February, and the remainder will be returning to China between now and September.

While in the Bay Area, the second group made an inspection tour of the two bridges, airports, railroad yards, transportation terminals and other utilities.

Last Thursday the trainees were guests of the Oakland Foreign Trade and Harbor Club at a "Railroad Night" dinner.

On Monday of this week they visited the San Francisco Chamber of Commerce to observe chamber procedure and operating methods.

They were also special guests of the Chamber's Foreign Trade Association at their regular Monday luncheon meeting. Woo Hoong-Tsao, vice president of a Chinese railroad company, speaking on behalf of the trainees, emphasized the dominant role that China will play in Pacific Area affairs and pleaded for active Sino-American collaboration.

From BROADCASTING, June 3, 1946

HERE'S HOW
Gross Writes Guide for Seekers Of Public Service Time

". . . RADIO can be very good and also sometimes very dull. Unfortunately, civic public service programs many times fall into the latter category." With this beginning, Leonard B. Gross, manager of the radio bureau of the San Francisco Chamber of Commerce, and formerly with NBC public service department in San Francisco for five years, introduces his "Guide to Radio Relations for Use by Community Public Service Agencies."

Basic suggestions are included under: (1) Carefully analyze your program idea, following through on all details of audience desired, writer, participants, time, etc.; (2) never request a station for time unless you really need it; (3) present your program plan or idea in writing, with a clear outline of the program or series; (4) cooperate with the station, in using joint promotion campaigns, etc.; and a list of several "don'ts" that will "make a station happy."

Radio Guide Finds Wide Acceptance

The San Francisco Chamber of Commerce "Guide to Radio Relations" has met with enthusiastic approval and acceptance by professionals in the radio field.

• **Written by Leonard B. Gross,** Manager of the Chamber's Radio Service Bureau, the guide is designed to be of help to those organizations seeking public service radio time from local and network stations.

Prior to general release, copies of the guide were sent to San Francisco radio station managers for their suggestions

(Continued on page 4

Chamber Executive Receives NAA Post

Serving on the program committee of the National Aeronautic Association convention July 19-20 will be Kenneth R. MacDonald, manager of the San Francisco Chamber of Commerce Aviation Department.

• **The convention** will be held in Omaha, Nebraska.

At the national convention MacDonald will also represent the San Francisco Bay Area Chapter of the NAA, of which he is second vice president.

The convention program this year will center around development of the organization's membership and new ways and means of giving assistance to NAA chapters. Discussions will also be held on program planning and chapter relations with the national organization.

Appointment of MacDonald was made by wire from William R. Enyart, president, National Aeronautic Association, Washington, D. C.

CAB Grants Route to United, Feeder Service to Three Airlines

In a recent decision handed down by the Civil Aeronautics Board on the West Coast Case, United Air Lines was given a new direct air service and three new airlines were authorized to operate a western feeder-line air service.

● **The new feeder-line operators** are Southwest Airways, West Coast Airlines and Empire Airlines.

Southwest will operate over three new routes: between San Francisco and Los Angeles, and two routes between San Francisco and Medford, Oregon. West Coast Airlines will operate over five new routes: between Medford and Portland, Seattle and Port Angeles, Seattle and Bellingham, and two routes between Portland and Seattle. Empire Air Lines will begin operations over two new routes: between Idaho Falls and Boise, and between Boise and Spokane.

United Air Lines was authorized direct service between Pendleton and Seattle and between Boise and Reno.

A digest of the Board's decision on the West Coast Case has been prepared by the Aviation Department of the San Francisco Chamber of Commerce and appears in the Department's Aviation Newsletter. Copies are also being distributed to the Chamber's Aviation Committee and to members of the Bay Area Aviation Committee.

West Coast Toiletries Show Slated for S. F.

The second Toiletries Show in the history of the West will convene in San Francisco August 18 through 23, according to an announcement by George H. Voelker, president of the California Toiletries Representatives of Los Angeles.

This will be the only Toiletries Show on the West Coast this year, states Voelker, and breaks the wartime interruption following the first show in Los Angeles in 1943.

"San Francisco will lead the nation for six full days as the toiletries center of America" is the slogan being used in the advertising of this West Coast trade group.

● **Eighty exhibitors** representing the leading cosmetic and toiletry manufacturers will be present at this preview which will be open to retail store executives and perfume buyers.

Federal Airport Bill to be Subject of Joint Meeting Friday

The Federal Airport Aid Bill will be discussed by two leading officials of the Civil Aeronautics Administration at a joint meeting of members of CANCCOCE and the Bay Area Aviation Committee tomorrow.

● **J. S. Marriott,** CAA Regional Administrator, and R. W. F. Schmidt, CAA Regional Airport Superintendent, will outline procedures that communities must follow in order to become eligible for participation in this bill.

S. F. Bay Area Exports Lead Pacific Coast During February

San Francisco exports led the entire Pacific Coast in February, 1946, with a total value of $20,526,000, it was reported today by the San Francisco Chamber of Commerce.

● **The report,** issued by the Chamber's World Trade Department, is based on figures released by the Bureau of the Census of the United States Department of Commerce.

San Francisco exports were 38.4 per cent of the total shipments from five Pacific Coast customs districts. Exports at other customs districts for February 1946 were: Portland, $15,619,000; Seattle and Tacoma, $10,337,000; Los Angeles, $9,774,000; San Diego, $1,546,000.

● **San Francisco exports** in January, 1946, amounted to $30,133,000, while February, 1945, figures were reported at $19,051,000.

The drop from January reflects a normal settling of the market following the peak reached in January caused by excessive demands for goods in Pacific countries, the Chamber said.

San Francisco also led other Pacific Coast ports in value of imports, as shown in the following figures: San Francisco, $6,113,000; Seattle and Tacoma, $5,799,000; Los Angeles, $4,772,000; Oregon, $619,000; San Diego, $509,000.

● **On the basis of tonnage volume,** San Francisco's export tonnage in February, 1946, totaling 424,800,000 pounds, was under the Los Angeles total of 483,000,000 pounds, but the per ton value of San Francisco's exports was more than twice as great as that of Los Angeles.

Tonnage shipments from other Pacific Coast ports were as follows: Portland, 229,800,000 pounds; Seattle and Tacoma, 157,500,000 pounds; and San Diego, 37,100,000 pounds.

Import volume was heaviest at Seattle and Tacoma, with the Washington Customs District reporting 247,000,000 pounds; San Francisco, 106,900,000 pounds; Los Angeles, 37,600,000 pounds; San Diego, 15,000,000 pounds; and Portland, 12,800,000 pounds.

Federal Decentralization To West Proposed by Colorado Senator

A movement to bring the West into closer contact with Washington by the establishment of regional capitals in Western cities is being sponsored by Neal D. Bishop, State Senator of Colorado, in San Francisco last week to enlist support for his plan.

● **Senator Bishop** proposes that the Departments of Interior, Commerce, Labor and Agriculture name and locate in the main sections of the United States field assistant secretaries with full power to pass on all matters at the level of the secretary's office.

Such a plan, Senator Bishop maintains, would result in better coordination of Federal activities and expedite action on Western problems at present delayed by the remoteness of Washington controls and lack of sufficient authority by regional bureaus.

According to Senator Bishop, San Francisco would be the logical regional capital for undersecretaries of Commerce and Labor, while centers for Departments of the Interior and Agriculture would be best suited to Denver.

VALUE IN THOUSANDS OF DOLLARS

Value of Exports From	February 1945	January 1946	February 1946	January-February 1945	January-February 1946
Pacific Coast Customs Districts	92,094	74,082	57,802	194,699	131,884
San Diego	1,502	1,399	1,546	4,297	2,946
Los Angeles	6,526	6,190	9,774	14,171	15,965
San Francisco	19,051	30,133	20,526	31,073	50,660
Oregon (Portland)	51,229	14,477	15,619	112,246	30,096
Washington (Seattle and Tacoma)	13,786	21,881	10,337	32,912	32,218
Value of General Imports					
Pacific Coast Customs Districts	19,300	16,324	17,811	37,191	34,135
San Diego	803	630	509	1,348	1,139
Los Angeles	3,622	4,390	4,772	6,663	9,162
San Francisco	4,104	7,372	6,113	8,574	13,486
Oregon	379	303	619	804	921
Washington (Seattle and Tacoma)	10,391	3,629	5,799	19,803	9,428

SHIPPING WEIGHT IN MILLIONS OF POUNDS

Shipping Weight of Exports From	February 1945	January 1946	February 1946	January-February 1945	January-February 1946
Pacific Coast Customs Districts	856.2	1,601.1	1,332.1	1,624.5	2,933.3
San Diego	34.9	37.9	37.1	73.6	75.0
Los Angeles	219.4	441.1	483.0	364.2	924.0
San Francisco	198.0	431.1	424.8	354.8	855.9
Oregon (Portland)	247.5	390.9	229.8	502.4	620.7
Washington (Seattle and Tacoma)	156.4	300.2	157.5	329.4	457.7
Shipping Weight of Imports From					
Pacific Coast Customs Districts	448.8	325.7	419.3	896.9	745.0
San Diego	19.2	18.2	15.0	33.8	33.2
Los Angeles	73.9	73.3	37.6	156.1	110.9
San Francisco	71.4	69.0	106.9	177.4	175.9
Oregon (Portland)	11.9	1.9	12.8	14.2	14.7
Washington (Seattle-Tacoma)	272.4	163.3	247.0	515.5	410.3

TO TELL HOW

"Labor and Management Can Live Together"

REESE H. TAYLOR

PRESIDENT, UNION OIL COMPANY OF CALIFORNIA

will be Guest Speaker

Thursday, June 27, 1946

at Luncheon in the Commercial Club

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

Sponsors:

SAN FRANCISCO CHAMBER OF COMMERCE
SAN FRANCISCO COMMERCIAL CLUB

AN FRANCISCO CHAMBER OF COMMERCE
33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at $1.50 each at ncheon honoring REESE H. TAYLOR on Thursday, June 27, the San Francisco Commercial Club, at 12 noon.
Kindly enclose self-addressed envelope for forwarding tickets.)

(Telephone reservations accepted)

Name .....

HECK NCLOSED

Firm .....

Address .....

.....

**At Luncheon in*

The San Francisco Commercial Club

Thursday Noon
June 27, 1946

Price $1.50 per plate
($1.46 plus 4c tax)

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

IMPORT

5278 MEXICO—Compania Distribuidora Internacional, S. de R. L., Palma Norte 505, Desp. 202, Mexico, D.F., offers mesquite gum, table linen, leather goods, baskets, straw handbags with shoulder straps, etc.

5280 VENEZUELA—A firm in Sydney, Australia, dealing in wide variety of commodities, particularly in provisions and woolens, desires contact with importer. Further details at Foreign Department, American Trust Company, 464 California Street.

5283 CZECHOSLOVAKIA—Thiel & Rhode, Jablonec n.N., Czechoslovakia, offers imitation jewelry, brooches, bracelets, earrings, fingerrings, cuff links, necklaces, buttons, combs, glassware de luxe, etc. Interested in appointing representative agent here.

EXPORT

5297 PHILIPPINES—J. V. Ramirez Company, Manila, wants sugar, sardines, refrigerated oranges, apples, grapes, cement, mild steel bars, steel windows, galvanized iron sheet, nails, other construction materials. Cable address: RAMIRCO.

5303 CHINA—Chong Shing & Company, 114 Peking Road, Shanghai, wants industrial and pharmaceutical chemicals, etc.

5311 NETHERLANDS INDIES—Goote & Scholtz, 120 Dagoweg, Bandoeng, Java, N.E.I., want paper, stationery, packing materials, office and school supplies and allied lines.

REPRESENTATION

5329 CHINA—Reliance Purchasing Co., 3 Ezra Road, Shanghai, wants provisions and dried fruits, flour, chemicals, paper, leather.

5331 CHINA—Ch.A. Doucakis, P.O. Box. No. 49, Peiping, wants canned goods on agency basis.

5345 FRANCE—J. Pariset, 2 Avenue E. Payen, Ecully, Thone, wants foods products, canned foods and dairy products.

IMPORT-EXPORT

5353 FRENCH INDO-CHINA—Ets. Nguyen-Yan-Kim, No. 14 Rue des Cantonnais, Hanoi, Tonkin, wants import-export connections.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6361—DeLOACH SALES AGENCY, INC., 732½ Harden Street, Columbia, South Carolina, interested in acting as manufacturers' agent for local manufacturers in that territory.

D-6362—NAMTRA CORPORATION, 3229 Foothill Boulevard, Pasadena 8, California, desirous of securing a distributor for Northern California for their silver and metal polish.

D-6363—NEPTUNE SEAFOOD BAR AND SUPPLY CO., 310-312 Parkway Building, Pasadena, California, interested in establishing a dealer for their seafood bars. Would cover hotel and cocktail lounge business. Exclusive rights given to the Bay Area.

D-6364—MR. H. E. BRUCKNER, 131 West Kingsbridge Road, Bronx 63, New York, interested in representing local manufacturers in the New York area. Is acquainted with department, chain and mail order houses, buying offices, jobbers and exporters.

D-6365—MR. CLAYTON RAAKA, 4605 Lenore Drive, San Diego 5, California, would like to represent local manufacturers of building specialties, hardware and paint in the San Diego area.

D-6366—MANHATTAN ASSOCIATES, 24 East 21st Street, New York 10, New York, interested in acting as distributor for San Francisco manufacturers of chemical, plastic and cosmetics. Have an established sales organization covering the entire country east of Denver.

D-6367—MR. H. B. NUSSBAUM, 22-23 Steingway Street, L. I. C. New York, New York industrial agents, desire to get in touch with manufacturers not having representation in New York City, but in need of a contact firm for their manufacturing, jobbing, export and buying problems.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

July 4th Benefit Set for Redwood City

Redwood City will hold a Fourth of July Rodeo and Celebration for four days beginning July 4, it has been announced by Francis Britschgi, president of the Peninsula Celebration Association.

● **Features of the observance** will include a queen contest and ball, horse parade, rodeo and barbecue.

Sixteen Redwood City civic, fraternal and veterans' organizations will operate 19 concessions during the four-day observance.

Proceeds of the celebration will go toward the development of recreational facilities in Redwood City.

Attention Called to Provisions of California Labor Code

Provisions of the California Labor Code require all factories employing five or more persons to register with the Department of Industrial Relations within 30 days after commencement of business or within 30 days after change of location, according to Paul Scharrenberg, Director of Industrial Relations.

● **Factory registration** forms may be obtained by writing to the Department of Industrial Relations, Division of Labor Statistics and Research, 507 Polk Street, San Francisco, or to any of the Division of Labor Law Enforcement offices throughout the State.

SURPLUS PROPERTY

The following offerings of surplus property have come to the attention of the Domestic Trade Department:

By the Navy Material Redistribution & Disposal Office, 785 Market:

● **Sales Catalog B-456-46** until 10:00 A.M., June 14, on four creep test machines with spare parts. Weight approximately 1,000 lbs. each.

By the Navy Supply Depot, Sales Officer, Building 313, Oakland:

● **Sales Catalog B-92-46** until 2:00 P.M., June 17, on a variety of medical and hospital equipment which is used, but described as being in either good or excellent condition.

Public Relations Heads Meet

Executives from nine Western states attended a Public Relations Conference sponsored by the National Association of Manufacturers, Tuesday, June 11, in San Francisco.

● **Public relations leaders** in all fields of business participated in the all-day session which was climaxed by a round table discussion.

Principal speakers at the conference were: Wil Evans, vice president, California Container Corporation; Ralph C. Champlin, Director of Public Relations, Ethyl Corporation; T. W. Braun, president, Braun & Co.; Holcombe Parkes, vice president in charge of public relations, NAM; L. Campiglia, president, California & Hawaiian Sugar Refining Corporation, Ltd., and NAM director; Ira Mosher, director, Russel Harrington Cutlery Company, and NAM board chairman; Earl Fisher, vice president in charge of public relations, Pacific Gas & Electric Company; Calvin S. White, director, public relations, Hawaiian Pineapple Company, Ltd.; Edgar A. Waite, director, public relations, Standard Oil Company of California; K. C. Ingram, assistant to the president, Southern Pacific Company; Don Belding, board chairman, Foote, Cone & Belding; and George Meredith, president, American Public Relations Association.

RADIO GUIDE—*Continued*

and comments. Following the enthusiastic reports from local radio leaders, a copy of the guide was sent to *Broadcasting* magazine, and the above story was published in the June 3 issue.

Since publication in *Broadcasting*, letters from radio men have been coming to the Chamber, requesting copies and further details. Following are excerpts from some of the letters.

● **" . . . believe your guide exceptionally fine.** It answers the questions of community organizations whose desire to bring their worthwhile activities to the attention of the public is sincere, but ill-advised."—Daniel W. Casey, Program Director WICY, Malone, New York.

● **" . . . read with considerable interest** that you have prepared a pamphlet for the guidance of those seeking radio time . . . would appreciate further details and a copy of your publication."—Cy King, Station Director, WEBR, Buffalo, New York.

● **" . . . believe your guide to radio relations** will be helpful to community public service agencies. Our division has a radio bureau and we would very much like to read your 'guide'."—Dr. E. R. Duffell, American Osteopathic Association.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting Monday, June 10, was:

Harold W. Kilpatrick, member, S. F. Chamber Board.

Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• TRAVEL

American civilian travelers, including business men seeking to reestablish world commercial ties, are estimated to have spent more than $300,000,000 for travel within foreign countries in 1945 and approximately $65,000,000 additional in international air and steamship fares, according to the Department of Commerce. These figures do not include expenditures by civilian personnel of the United States Government traveling abroad on official business, or stationed abroad.

Preliminary indications are that there will be no let-up in the increase in the numbers of Americans traveling abroad during 1946, although most travel to foreign countries will be confined to the Western Hemisphere this year.

The Department of Commerce has estimated that American tourist expenditures may in a few years exceed $1,000,000,000 annually and that within 10 years, assuming a high level of economic activity in this country, these expenditures may increase to $1,500,000,000.

• AGRICULTURE

The United States members of the Joint China-U. S. and Philippine-U. S. agricultural missions were announced by the Department of State and Agriculture. The U. S. mission members will leave soon for China and the Philippines respectively, to accept invitations to collaborate with the governments of those countries in studying immediate Chinese and Philippine agricultural problems, with a view toward recommending action for their solution. The U. S. members of the missions also will work with officials of the two countries in drafting programs designed to improve Chinese and Philippine agriculture on a long-term basis.

In addition, they will discuss possible future collaboration between the U. S. and China, and the U. S. and the Philippines as a means of carrying out certain parts of the programs.

The U. S. members of the China mission will assemble in Washington the week of June 10 to confer with officials of the Chinese government and of the Department of State and Agriculture before leaving the U. S. June 20. The U. S. members of the Philippine mission will meet in Washington June 18 for similar conferences and leave the U. S. June 27.

Reese H. Taylor, Union Oil Co. President, Speaks Here June 27

Reese H. Taylor, president, Union Oil Company of California, will be guest speaker at a luncheon sponsored by the San Francisco Chamber of Commerce and Commercial Club, Thursday, June 27, in the Club's dining room, the Chamber announced today.

REESE H. TAYLOR
President, Union Oil Company of California

• **"Labor and Management Can Live Together"** will be the subject of Taylor's speech.

Born and educated in California, Taylor became associated with Llewellyn Iron Works in 1922. That company was merged into Consolidated Steel Corporation, Ltd., in 1929, and in 1933 Taylor became president of Consolidated. He resigned from that position in 1938 to become president of Union Oil Company of California.

From May to September 1942 Taylor served as chief of the Iron and Steel Branch of the War Production Board.

• **He is a trustee** of the California Institute of Technology; a director of the Federal Reserve Bank of San Francisco, Western Oil and Gas Association, American Petroleum Institute, Los Angeles Chapter American Red Cross, Los Angeles Community Welfare Federation and Pacific Transport Lines, Inc.

He is also a member of the American Society of Mechanical Engineers, American Institute of Metallurgical Engineers, Council of United States Associates of International Chamber of Commerce, Business Advisory Council of Department of Commerce.

NOTICE—City Taxes Meeting

To consider what action should be taken in regard to the tax situation confronting the City and County of San Francisco, the Chamber's Municipal Affairs and Tax Committees will meet jointly at 10:30 A.M., Friday, June 21, in Room 206, 333 Pine Street.

• **Representatives** of interested groups among the membership are invited to attend the meeting to present their views.

Advance arrangements must be made by calling Mr. Reames or Mr. Snyker at the Chamber, EXbrook 4511.

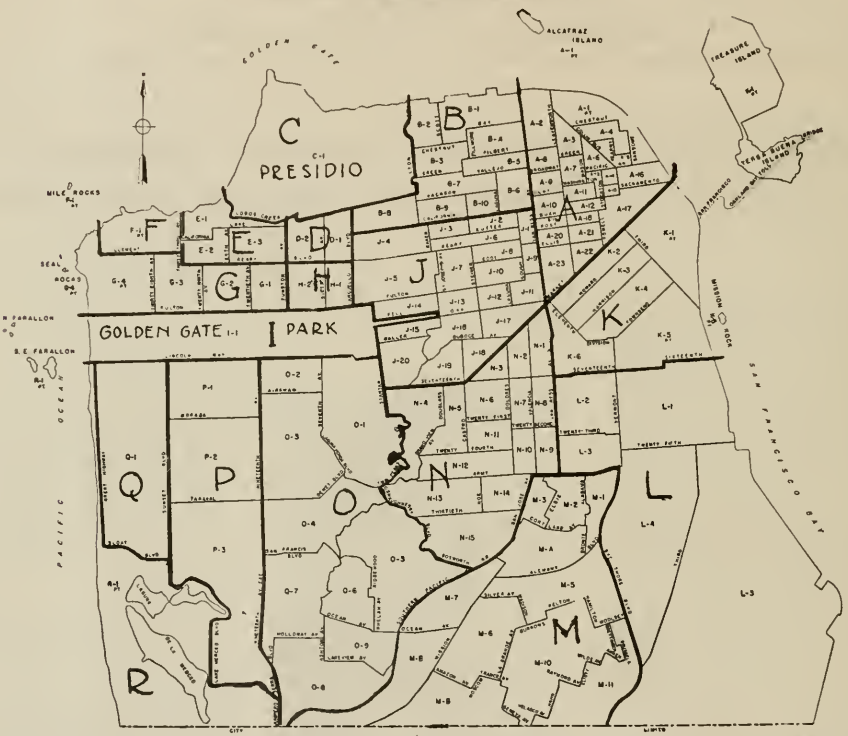
S. F. Junior Chamber Represented at National Meeting

John V. O'Brien, secretary-manager of the San Francisco Junior Chamber of Commerce, will represent the local organization at the United States Junior Chamber of Commerce national convention in Milwaukee, June 25-29.

San Francisco is planning to invite the national group to meet in this city in 1949, when the state will be celebrating the 100th anniversary of the discovery of gold in California.

Population of San Francisco by Census Areas 1945 and 1940

By Research Department, San Francisco Chamber of Commerce



SAN FRANCISCO POPULATION CHANGES, COMPOSITION AND DISTRIBUTION BETWEEN 1940 AND PRESENT

(See district breakdown at bottom of page 3)

The official resident population of San Francisco on August 1, 1945, reported at 827,400, represented an increase of 192,864 inhabitants, or 30.4 per cent over April 1, 1940, according to the U. S. Census Bureau.

● **On April 1, 1940,** the resident population, reported at 634,536, included 630,785 civilians and only 3,751 military. At about the peak of the nation's war production, on April 1, 1944, the resident civilian population had risen to 683,340 and the resident military had soared to 103,250, bringing the total resident population to 786,590. Near the end of the war, on August 1, 1945, San Francisco resident civilians had climbed to 767,647, but the resident military had settled to 59,753, making the total resident population 827,400. With these wide swings in the composition of the changing population in San Francisco recorded by the census during the war period, and no official census since, there is today wide interest in what population changes have been experienced since V-J Day.

Any estimate of the present resident population should take into consideration the actual housing facilities today, and the degree of their saturation, since there is and has been for many months an acute housing shortage in San Francisco. Since V-J Day, the resident military has thinned some, except on the military posts like Treasure and Yerba Buena Islands and the Presidio, where the numbers are about the same as last August. At the same time many new immigrant civilians and veterans from many sections of our nation are knocking at our door. There is also that portion of San Francisco's population attributed to the "ships at sea," which compared to last year is estimated at about two-thirds.

The current resident population could range anywhere between 742,000 (if the density rate of 3.08 persons per dwelling unit in 1940 prevailed) and 847,000 (if the August 1945 density rate of 3.52 persons per dwelling unit prevailed). The actual current resident population is probably close to that of last August, or 827,400, since the maximum new dwelling units provided during the interim could accommodate less than 8,000 people, a figure which is probably neutralized by a thinning in density and the reduction in the ship population (crews of vessels registered in San Francisco).

● **Our study of the comparative distribution** of the population throughout San Francisco in 1940 and 1945 by census tracts shown in the accompanying tabulations reveal the actual areas and districts where the changes have taken place. The highest numerical gains in population in any census districts occurred South of Market, in District "K," which includes Treasure and Yerba Buena Islands and amounted to about 45,000 during this period. Bayview, or District "L," was next with a 33,000 gain. East of Van Ness, or District "A," had a 29,000 increase, the Central Sunset, or District "P," 13,000; Mission-south, or District "M," also 13,000; and Western Addition 10,000. Districts "D", "E," "G" and "H" in the Richmond area remain nearly constant. The heavy percentage losses were revealed only in the sparsely settled fringe areas, like Districts "I" and "R," where a small population change results in a large percentage.

Population of San Francisco by Census Tracts

April 1, 1940 and August 1, 1945—U. S. Census

Tract	Population 1940	Population 1945
A-1	2,123	4,859
A-2	4,409	4,886
A-3	4,949	4,888
A-4	5,609	5,720
A-5	3,465	4,049
A-6	4,401	4,922
A-7	5,466	5,463
A-8	5,152	5,419
A-9	5,052	5,316
A-10	4,902	6,165
A-11	4,005	4,691
A-12	5,853	7,270
A-13	4,601	4,628
A-14	6,427	6,219
A-15	3,095	3,389
A-16	2,658	3,269
A-17	3,350	6,348
A-18	4,725	6,473
A-19	3,720	4,408
A-20	5,499	6,563
A-21	6,855	11,587
A-22	4,381	9,709
A-23	4,956	7,950
B-1	6,623	10,441
B-2	5,015	5,384
B-3	6,129	6,139
B-4	7,312	7,600
B-5	5,264	5,766
B-6	5,845	6,775
B-7	5,179	5,226
B-8	6,263	6,477
B-9	4,623	5,167
B-10	3,603	4,483
C-1	6,021	12,128
D-1	4,783	4,845
D-2	5,697	5,813
E-1	2,997	3,112
E-2	4,069	3,923
E-3	7,473	7,384
F-1	234	400
G-1	6,053	5,759
G-2	7,627	7,606
G-3	5,776	6,044
G-4	6,884	7,493
H-1	4,650	4,516
H-2	7,058	6,914
I-1	186	27
J-1	2,493	2,799
J-2	5,106	6,709
J-3	3,386	4,237
J-4	5,542	5,788
J-5	6,791	7,461
J-6	5,650	6,567
J-7	9,392	9,850
J-8	6,473	6,939
J-9	3,201	4,012
J-10	5,534	6,811
J-11	3,636	4,227
J-12	5,157	5,743
J-13	4,359	4,494
J-14	5,909	6,210
J-15	6,808	6,963
J-16	6,016	6,373
J-17	7,680	8,080
J-18	4,356	4,396
J-19	3,487	3,608
J-20	9,058	9,297
*K-1	4,626	44,054
K-2	8,070	11,897
K-3	6,216	7,754
K-4	1,683	2,150
K-5	45	168
K-6	2,742	2,864
L-1	9,035	11,658
L-2	10,898	11,437
L-3	7,945	8,422
L-4	5,812	14,591
L-5	8,199	28,411
M-1	2,258	2,564
M-2	5,041	5,872
M-3	4,573	4,550
M-4	7,070	8,078
M-5	6,698	8,189
M-6	10,632	10,462
M-7	6,524	7,124
M-8	6,942	8,040
M-9	6,223	8,091
M-10	638	4,358
M-11	4,086	6,029
N-1	4,549	5,236
N-2	5,273	6,220
N-3	3,692	3,649
N-4	4,288	4,353
N-5	6,654	7,111
N-6	5,922	5,829
N-7	6,047	6,276
N-8	5,375	5,631
N-9	4,403	4,464
N-10	4,988	5,075
N-11	4,858	5,000
N-12	6,837	6,761
N-13	1,395	1,611
N-14	6,151	5,909
N-15	5,912	5,703
O-1	7,986	8,428
O-2	6,968	6,978
O-3	9,253	10,076
O-4	7,848	7,964
O-5	6,980	7,942
O-6	3,329	3,269
O-7	6,078	7,077
O-8	4,600	6,883
O-9	5,329	5,554
P-1	10,534	12,158
P-2	8,171	13,282
P-3	6,505	13,375
Q-1	6,259	14,108
R-1	176	122
**S-1	1,169	20,416

*Includes Yerba Buena and Treasure Islands.
**Ships at Sea registered from San Francisco as home port.

POPULATION OF SAN FRANCISCO BY CENSUS AREAS 1945 AND 1940

Census Area	District	Total Population 1940	Total Population 1945	Percent Change From 1940
A	East of Van Ness	105,653	134,191	27
B	Western Addition—North	55,856	63,458	14
C	Presidio	6,021	12,128	101
D	Richmond—Northeast	10,480	10,658	2
E	Richmond—North central	14,539	14,419	−1
F	Fort Miley	234	400	71
G	Richmond—Southwest	26,340	26,902	2
H	Richmond—Southeast	11,708	11,430	−2
I	Golden Gate Park	186	27	−85
J	Western Addition—South	110,034	120,564	10
K	South of Market	23,382	68,887	195
L	Bayview	41,889	74,519	78
M	Mission—South	60,685	73,357	21
N	Mission—North	76,344	78,828	3
O	Twin Peaks to 19th Ave.	58,371	64,171	10
P	Central Sunset	25,210	38,815	54
Q	Outer Sunset	6,259	14,108	125
R	Laguna de la Merced	176	122	−30
S	Ships at Sea	1,169	20,416	1,646
	Total	634,536	827,400	30

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

IMPORTS

5282 ARGENTINA—Milberg Export Co., Avda. J. B. Justo 2332, Buenos Aires, manufactures and exports ladies' handbags, especially crocodile and kid skin.

5288 INDIA—Central Asian Rugs Co., Srinagar, Kashmir, offers Kashmiri Numdah rugs and carpets.

5292 ITALY—Gioacchino Bonfiglio, Via S. Giuseppe 21, Messina, offers almonds, filberts, pistachios, green olives in brine, citrons in brine, lemon and orange in brine, cheese, etc.

EXPORTS

5300 PHILIPPINES—Vu Eng Che, Cotabato, wants hardware and building materials, electric supplies, kitchen utensils, paper and stationery, cosmetics, textiles, and clothing.

5308 HONGKONG—Anglo-Chinese Trading Company, Room 4, Pedder Building, Hongkong, want all kinds of American goods, including foodstuffs, portable typewriters, novelties, latest inventions, perfumes, toiletries, etc.

5314 SWEDEN—Timber Trading Co., A.B., P.O. Box 822, Gothenburg 8, wants plywood for airplanes; red and white wood for export to Mediterranean countries in Europe.

REPRESENTATIONS

5326 CANADA—Maco Limited, 1705 Venables St., Vancouver, B.C., wants building hardware, including special mouldings; heavy leather goods, such as traveling bags, trunks, etc.; automotive accessories and plastics.

5339 ARGENTINA—Florencia Heritier, Avenida Forest 1530, Buenos Aires, wants rubber, plastic materials, spare parts.

5349 ITALY—Rag. Mario Viacava, Via Durini 31, Milan, wants asbestos, chemicals, minerals.

IMPORT-EXPORT

5369 CUBA—C. Donestevez Cerize, Lindero Num 62, Havana, wants representation or distribution for machinery, auto and truck parts, used and new cars, other lines. Offers foodstuffs, vegetables, tropical fruits, cane alcohol, etc.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6368—THE TEX-CEL COMPANY, 728 Wilson Building, Dallas, Texas, would like to act as representatives in the Southwest for local manufacturers of electrical and hardware lines.

D-6369—J. A. WALSH & COMPANY, INC., 3215 McKinney Avenue, Houston, Texas, interested in acting as distributor for gas and electric appliance manufacturers in the Gulf coast area of Texas and Louisiana.

D-6370—MARK S. COHN & COMPANY, 1801-03 Arcade Building, St. Louis 1, Missouri, seeking additional lines from local manufacturers. Cover the middle west by automobile, calling on department stores and jobbers.

D-6371—CORALEX PRODUCTS COMPANY, 726 Perry Building, 16th and Chestnut Sts., Philadelphia 2, Pennsylvania, looking for a representative in this area for their hedge shears. Available in six weeks.

D-6372—ACME SALES & DISTRIBUTING CO., 530 N. W. Sixth Avenue, Portland 9, Oregon, desire to secure lines from local manufacturers of radios, electrical appliances, light hardware, giftwares, novelty merchandise, costume jewelry and leather goods. Cover Oregon, Washington, Idaho, Montana and California.

D-6373—JOHN L. COURTOIS & ASSOCIATES, 505 Ellis Street, Pasadena 2, California, interested in representing local manufacturers. Covers industrial and public utility companies throughout California.

D-6374—MR. WALDEMAR C. JOHNSON, 858 Omaha National Bank Building, Omaha, Nebraska, would like to represent San Francisco manufacturers in the state of Nebraska. Interested in all types of merchandise.

D-6375—MR. V. C. ERSKINE, 10452 18th Avenue, South, Seattle 88, Washington, interested in representing local manufacturers of machine shop tools, plastics, pumps, electric motors, domestic and industrial oil burners, automatic control valves and all types of marine equipment in the Western States.

D-6376—MR. J. W. RAPP, 408 Concord Building, Portland 4, Oregon, interested in securing additional lines of automotive, industrial marine and sporting goods from local manufacturers. Cover Oregon, Washington, Idaho, Montana, Utah, Nevada and Northern California.

D-6377—MR. L. B. STRATTON, Quincy, California, looking for a salesman to handle his piano chord finder.

Philippine Independence Day To Be Observed Here July 4

San Francisco will hold a city-wide observance of Independence Day for the Philippines on July 4th.

● **Many speakers** will appear before groups in San Francisco and other Bay Area cities to discuss the significance of Philippine independence.

Groups interested in securing speakers may make arrangements through the World Trade Department of the San Francisco Chamber of Commerce.

Pacific Air Lines Granted SF-LA Route

Pacific Air Lines has scheduled two daily round-trip flights between San Francisco and Los Angeles in a new service inaugurated last week.

● **Until inauguration** of this service, Pacific had been operating between Los Angeles and Sacramento.

San Francisco offices of Pacific Air Lines have been established in the Bellevue Hotel.

Earl Gilmore is president and Gordon Daniels is northern California regional manager of Pacific. Richard G. McGinnis, formerly associated with United Air Lines, is district traffic manager.

SURPLUS PROPERTY

The following offerings of surplus property have come to the attention of the Domestic Trade Department:

By the Mare Island Naval Shipyard, Supply Department, Building 71:

● **Sales Catalog B-47-46** until 10:00 A.M., June 24 on the following used material: switches; lamp sockets; outlet boxes; lenses; motor controls; valves of various types; oil basket strainers; pipe sleeves and elbows; water thermometers; triangles; compasses; hydraulic flexible connections; copper sheeting; snatch blocks; fibrous glass; memo pads; typewriters; generators of various types and sizes; electric food and coffee grinders; bread slicers; rubber tubing gaskets; boat and deck clocks.

● **Sales Catalog B-48-46** until 10:00 A.M., June 26 on used life boats, skiffs, punts, and motor boats.

By the Naval Supply Depot, Sales Section, Bldg. 313, Oakland:

● **Sales Catalog B-95-46** on: press printing solution; spooled cord; desk pen sets; green platex solution; record books; writing tablets; loose-leaf binders; duplicating ink; drafting tables; meat wrapping and cash register rolls; file cabinets; files; typewriter tables; paper trimming cutters; bulletin boards; type cleaner; ink; envelopes; and book covers.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

Local Firms Urged to Issue New Catalogs

Inquiries received by the Chamber's Domestic Trade Department indicate that many firms in the West are anxious to do business with San Francisco suppliers.

● **"With major strikes now settled** and with the probability that some materials will come into better supply, it is timely for local manufacturers and distributors to establish contacts with new outlets," said Carroll Snyker, manager of the Domestic Trade Department. "This is particularly true when looking forward to the time when more competitive conditions return."

Snyker added that the department had received a report from the Utah-Idaho trading area stating that catalogs were being sent into that area in large quantities from distributing centers competitive to San Francisco. He urged members to take steps now to maintain their position in this competition.

Industrial Development Talk Topic at Realtors' Meeting

Diversified factors contributing to the industrial development of the San Francisco Bay Region will be described tomorrow (Friday, June 21) evening in a talk before the Real Estate Association of San Francisco by G. L. Fox, Manager of the S. F. Chamber's Industrial Department. The organization meets in the Park-Masonic Hall at 1748 Haight Street and has evinced interest in "What's Ahead Industrially."

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting Monday, June 17, was:

Daniel E. Koshland, member, S. F. Chamber Board.

Bay Region Business

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• SURPLUS SALES

By July 1st $1,754,002,000 worth of war surpluses are scheduled for sale at 161 sales-at-site which the War Assets Administration is preparing to hold at disposal centers all over the country.

The 161 sales at site for which preparations are being completed this month will be held in 31 of the 33 WAA regions. Of these sales 14 are scheduled in the San Francisco region, at a value of $134,829,000.

The 161 sales mark increased momentum in the progress of WAA's accelerated sales-at-site program which, when operating in all 33 WAA regions, calls for similar sales at approximately 938 sites. Of the 938 sites for which sales schedules will be prepared, 546 are military installations, 222 are industrial plants, and 170 are warehouses.

Sales at site disposal methods will permit prospective purchasers who visit sales sites to inspect merchandise, select what they want to buy, pay their money and depart with their purchases or have them shipped to designated destinations.

Veterans, priority claimants, small business men and other preferred groups will be served at sales at sites with due deference to their priority rights as prescribed by the Surplus Property Act.

• LUMBER

Lumber imports this year may reach a billion and a half board feet, an increase of about 50 per cent over 1945, according to a report by Wilson W. Wyatt, National Housing Expediter and Administrator of the National Housing Agency.

Increase of imports of lumber have changed this nation from an exporting to an importing nation on lumber—about 100 million board feet per month is now being imported. Plywood, one of the products in great demand in the emergency program, is being imported in small but increasing quantities. U. S. interests are cooperating with other countries in developing new sources of plywood in several relatively undeveloped parts of the world.

Exports of critical housing materials are still under tight export control.

• WAR CLAIMS

The Department of State has been advised that The Netherlands Government is accepting claims from United States citizens for damage caused to their property, real or personal, in THE NETHERLANDS arising from the War. While at present no provision exists for the payment of claims of U. S. citizens, it is recommended that they file their claims so that they may be of record.

(Continued on page 4)

Establishment of Constructive Waste Disposal Program Urged

Establishment of a coordinated progressive program to solve sewage disposal problems was urged today by the Board of Directors of the San Francisco Chamber of Commerce in a letter to Governor Earl Warren.

• In its request the Board pointed out that population and factory increases have intensified sewage disposal problems which promise to be further aggravated by continued growth. At the same time uncontrolled practices in the disposal of sewage and factory wastes have adversely affected the value of surface and underground waters, wild life and recreational opportunities in California.

While action taken by the State Board of Health has attempted to control this problem through plans to revoke waste disposal permits and to prohibit the use of waters subject to pollution for industrial purposes, the statement continued, these measures have had many interpretations, resulting in considerable confusion.

Therefore, the Board maintained, realistic steps should be taken to correct these conditions and, at the same time, provide for future population and factory expansion in the most desirable environments.

The Board recommended the formulation of waste disposal policies which would: (1) coordinate the activities of the various agencies concerned with sewage and waste disposal, conservation of waters, and use of waters as a source of municipal supply; (2) recognize the desirability of making provisions for industrial operations; and (3) establish a realistic and constructive program for the correction of abusive waste disposal practices.

C of C Thanked for Support of Geneva Sale to U. S. Steel Corp.

San Francisco Chamber of Commerce support of sale of Geneva Steel Plant to the United States Steel Corporation brought thanks this week from the Salt Lake City Chamber of Commerce.

• The Department of Justice recently approved sale of the plant at Geneva, Utah, to U. S. Steel, on behalf of its subsidiary, Columbia Steel, for $47,500,000.

"With the approval of the United States Steel bid for Geneva, we take this opportunity to express our sincere thanks to you and the people of your community and your associates for your magnificent contribution to us," commented Gus P. Backman, secretary, Salt Lake City Chamber, in a telegram to Louis B. Lundborg, general manager of the San Francisco Chamber. "It was a tremendous success, accomplished only through such wonderful friends as you."

• The San Francisco Chamber had urged members of Congress and the Department of Justice to approve the sale which had been recommended by the War Assets Administration's Price Review Board.

Freight Situation Serious

The freight car situation is extremely serious, according to Walter A. Rohde, manager of the San Francisco Chamber of Commerce Transportation Department.

• Reporting on last week's meetings of the Pacific Coast Transportation Advisory Board, Rohde said that sound box cars, suitable for grain loadings, are especially short.

By direction of the Interstate Commerce Commission, local railroads are required to deliver 170 grain empties to their eastern and northern connections every day, with the result that orders for other loading are not being filled currently. Many shippers, Rohde said, have complained about their inability to secure box cars when needed. A tight condition also prevails on refrigerator cars and other types.

"It is, therefore, more important than ever before, that shippers load and unload all cars promptly and remove all dunnage and debris," said Rohde. "The car that some receiver is holding on his spur track an extra day would enable some shipper to get his goods out promptly."

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May Industrial Expansion . . .

—By the Chamber's Industrial Department

May industrial development for Northern California and the San Francisco Bay Region exceeded May, 1945, developments by more than $3,000,000, according to the Industrial Department of The San Francisco Chamber of Commerce.

• **May, 1946,** data show a total of 132 new plants and expansions costing $9,695,618, while last year's figures for May were 65 projects for a total investment of $6,035,000. May, 1946, developments summarize as follows:

• **San Francisco:**

9 new plants	$170,000
11 expansions	612,500
20 Total (providing 153 jobs)	$782,500

• **Bay Area** (12 Counties):

57 new plants	$4,403,520
54 expansions	3,158,865
111 Total	$7,562,385

• **Northern California** (48 Counties):

71 new plants	$6,336,320
61 expansions	3,359,298
132 Total	$9,695,618

Total development up to June 1, 1946, in terms of outlays nearly doubled the new plants and expansions for the same period in 1945. Following is a comparison of number of projects and expenditures for each period.

January to May, 1945

Projects	Outlays
259	$28,229,700

January to May, 1946

Projects	Outlays
649	$53,409,768

Among the important projects announced for the Bay Area during May are the following:

• **W. P. Fuller & Company,** South San Francisco, awarded contracts for the construction of one concrete and steel and one brick building at a total of $75,000 for expansion of their facilities.

• **E. I. du Pont de Nemours & Company, Inc.,** South San Francisco, awarded contract for a $40,000 factory addition as the first step in a several hundred thousand dollar program to more than double the capacity of their paint and lacquer factory.

• **R. C. Dickinson & Company, Inc.,** Santa Clara, plans construction of a prefabricated house factory estimated to cost $250,000, on a site purchased in the Passetta Tract. Plant will employ 200 persons.

• **Plant Rubber & Asbestos Works,** Redwood City, will erect factory building adjoining present plant to cost approximately $1,000,000, for the manufacture of building materials, including asbestos siding and shingles.

• **Capital Machine & Welding Works,** Sacramento, will erect a $29,000 plant to manufacture saw mill equipment.

• **Otzen Brothers Bottling Company,** Alameda, will construct additions to bottling plant estimated to cost $77,000.

• **Mathews Conveyor Company,** San Carlos, will build a new plant estimated to cost $137,000 to manufacture material handling and food processing equipment.

• **Charles P. Wagner & Brother Company,** Hayward, plan construction of a new package food products plant to cost $75,000. The company's home office is in New Orleans.

• **Sealy Mattress Company,** Oakland, has been granted CPA approval to construct a $45,000 addition to their plant.

• **Gibson Wine Company,** Elk Grove, Sacramento County, will erect four buildings for a new winery to cost $266,000.

Industrial Use of Kirkland Railroad Yard Urged by C of C

Sale and future use of the Kirkland Railroad Classification Yard for industrial purposes was urged by the Board of Directors of the San Francisco Chamber of Commerce in a statement released today.

• **In making this proposal,** the Board recommended that recreational facilities be provided in the industrial development of this property.

The Kirkland Railroad Classification Yard, consisting of 12¼ acres of land bounded by North Point, Beach, Stockton and Leavenworth streets, was acquired by the government during the war. It has now been declared surplus to government needs and is being offered for sale or lease by the War Assets Administration.

Development of this property for industrial activities will contribute greatly to the continued economic prosperity and welfare of the city, the Board declared.

Bay Crossing Groups Meet With Army-Navy Board Chairman

Recent developments on the forthcoming Army-Navy Board hearing on the proposal for a second Bay crossing were revealed following a meeting at the Presidio of representatives of the Bay Crossing Committees of the San Francisco and Oakland chambers of commerce with Brigadier General Garrison H. Davidson, engineer officer of the Sixth Army, who is to serve as chairman of the Board.

• **Arrangements** have been made by the Board with the California State Chamber of Commerce to handle the organization and presentation of all groups.

At present the Board is meeting once a week, examining original reports for crossings made during 1926, 1930 and 1941, together with reports on test borings that had been made at various points in the Bay.

Three factors will be considered by the Board: (1) if a new crossing is necessary; (2) type of crossing; and (3) location of crossing.

Paraffine Co. to Build Million Dollar Plant

A new million-dollar asbestos cement products plant will be erected by The Paraffine Companies, Inc., through its wholly owned subsidiary, Plant Rubber & Asbestos Works, according to an announcement by R. H. Shainwald, executive vice president of Paraffine and president of Plant Rubber & Asbestos Works.

• **The new factory** will furnish substantial quantities of building materials to alleviate the supply shortage which is bottlenecking housing and industrial construction.

It will adjoin Plant Rubber's existing Redwood City manufacturing department, where magnesia insulation products are made.

State C of C Launches Get-Out-the-Vote Drive

A campaign to "get out the vote" in the forthcoming November election is being launched by the California State Chamber of Commerce.

• **Co-sponsors** in this campaign include women's clubs, agricultural, business, fraternal, patriotic, professional and civic organizations throughout the state.

Leaders in various communities and civic organizations are being requested to generate interest in the campaign through their own membership.

Fishermen's Wharf Fiesta in July

San Francisco will hold its first annual Fishermen's Fiesta at Fishermen's Wharf on Saturday, July 27.

Sponsored by the fishermen and other groups in the fishing industry, the Fiesta will dramatize for the first time San Francisco's sardine canning and reduction industry.

• **Educational displays,** demonstrations of fishing techniques, exhibits by manufacturers and entertainment are among the features planned for the Fiesta.

Reservations for booth space should be made through the Fishermen's Fiesta, 2907 Jones Street, San Francisco 11.

WAA Site Sales Set Up For Disposal of Surplus Property

Plans for immediate speedup in sales of surplus government property, to make millions of dollars worth of merchandise available to eligible purchasers in Northern California and Nevada, have been announced by officials of the War Assets Administration in San Francisco.

• **Purpose of the new plans** will be to simplify buying through site sales, conducted by WAA at the Army or Navy base where the surplus is located. According to WAA officials, fifteen site sales are to be underway by September 1 in the northern California-Nevada region for material located at 36 military installations.

Sites for site sales will include San Francisco, Oakland, Stockton, Sacramento, Fresno, Marysville, Mare Island, Lompoc, Miguel, Monterey, Herlong and Modesto. Other sites are to be approved later, it was reported.

S. F. C of C Director Heads Rotary Club

Earl Lee Kelly, chairman of the Board, First California Company, and a director of the San Francisco Chamber of Commerce, was elected president of the San Francisco Rotary Club at a meeting last week.

• **Other new officers** elected are: Howard F. Bernhard, Russell C. Haehl, James E. Holbrook, Edwin G. Imhaus, Wakeman G. McLellan, Ben H. McPhun, Wilson Meyer and Ansel W. Robison.

The new officers will serve one year beginning July 1.

Pacific Greyhound Satevepost Ad Promotes Redwood Empire

A full-page color advertisement appearing in a recent issue of *The Saturday Evening Post* publicizes the Redwood Empire as one of the great scenic attractions of the West.

• **Sponsored** by Pacific Greyhound Lines, the ad will appear in other leading national publications.

This nationwide publicity supplements Greyhound's radio and local newspaper advertising featuring this area.

CANCCOCE Meets in Monterey July 5-6

The next meeting of the Central and Northern California Chamber of Commerce Executives will be held in Monterey, July 5 and 6, in conjunction with the Centennial observance.

• **Matthew Beaton,** president, Monterey Chamber of Commerce, will preside at the meeting. Mayor J. R. Parry of Monterey will be a guest of the group.

Tax Recommendations Made to City Tax Group

The following statement on the present budget and tax situation confronting the City and County of San Francisco has been adopted by the Board of Directors of the San Francisco Chamber of Commerce for presentation to the Finance, Revenue and Taxation Committee of the Board of Supervisors:

• **"The San Francisco Chamber of Commerce** is willing to support an equitable plan for broadening the tax base of the City government, provided the additional revenues so raised are pledged to the carrying out of a planned program for the physical development of the City. The Chamber realizes that San Francisco lacks many public facilities that would make the City a better one in which to live and work. If, however, new forms of taxation are authorized by the Board of Supervisors without pledging the revenues therefrom to a specific program for the development of San Francisco, the Chamber fears these moneys will be lost in the welter of current appropriations, and the major physical construction needs of the City will continue to languish for lack of funds. Past experience emphasizes the inadequacy of a piecemeal tax system and the Chamber therefore strongly protests at this time the special tax levies which the Board of Supervisors now has under consideration. Until an overall capital improvement program is adopted, the Chamber will oppose any change in the City's system of taxation."

The statement was recommended unanimously by the Chamber's Municipal Affairs and Tax committees, meeting jointly.

The budget for the fiscal year 1946-47 will require a property tax considerably in excess of the present rate, which is the highest in history. Currently, the Finance, Revenue and Taxation Committee of the Board of Supervisors is considering the proposal that other forms of taxes be instituted, to bring in sufficient revenues to prevent the property tax rate from rising to the level required by the budget.

• **In considering the situation,** the Chamber's Committees were greatly impressed by the fact that no provision is made in the budget for financing the City's long range program for improvement, as recommended in the report of the Citizens' Post War Planning Committee. As impressively shown in that report, this City has long delayed many greatly needed improvements—a condition aggravated by our greatly accelerated growth during the past five years. Such improvements require large sums of money, and they are vital to this City's continued progress.

The record budget for the coming year makes little provision for capital improvements. If additional forms of taxation are adopted for current spending and merely as a device to hold the tax rate down, there is grave danger that improvements vital to the City's growth will be deferred more or less permanently.

In the Chamber's opinion what is needed is an overall plan of City capital improvements and the financing and taxes required to perform them. Only then will the citizens be in a position to judge the program and make their decision.

Advisory Council of Business Planning Institute Meets Here

The advisory council of the Business Planning Institute will meet today at the San Francisco Chamber of Commerce to discuss the progress of the Institute and to consider future opportunities in the continuance of Institute programs.

• **Earl H. Kieselhorst,** northern California director of the Institute, will preside at the meeting. Cooperating in this program is the Retail Merchants Association of the San Francisco Chamber of Commerce which will be represented by D. P. Street, managing director.

Purpose of the Institute is to stimulate intensive trading centers through community-wide business modernization.

Twenty-six Business Planning Institutes have been held throughout the state since their inception last fall. Several in the series have been held in the San Francisco Mission district, and plans are going forward to hold additional Institutes in other leading trading areas in the city.

Sponsor of the Institute is the State Department of Education, Bureau of Business Education. Cooperating in the programs being carried on by the state group are leading retail, banking, employer and real estate associations.

Eichholz to Address U. S. C. Institute of World Affairs in L. A.

Alvin C. Eichholz, manager, World Trade Department, San Francisco Chamber of Commerce, will address a session of Institute of World Affairs being conducted by the University of Southern California at Los Angeles, June 25-28.

• **Subject of Eichholz's speech** will be "Prospects in International Trade."

Rufus B. von Kleinsmid, Chancellor of the University of Southern California, will preside at the sessions of the Institute, which will be attended by heads of leading universities and prominent representatives in the field of banking and world trade.

Sacramento Valley Development Discussed

Ways and means of further stimulating the high rate of Sacramento Valley industrial development were considered at a conference in Sacramento on June 20 under the auspices of the State Chamber of Commerce.

• **"Community Industrial and Economic Surveys"** was the subject of a talk delivered by G. L. Fox, Manager of the San Francisco Chamber's Industrial Department.

Other speakers were C. H. Reeves of the Southern Pacific Company, Charles R. Harmon of the Western Pacific Railroad Company, A. H. Harrison of the Western Frozen Food Processors Association, R. H. Nagle of the Western Regional Research Laboratory, and L. N. Erickson of the California Forest and Range Experiment Station.

Chamber of Commerce, railroad and utility representatives participated in the conference.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITORS

PHILIPPINES—Mr. A.N. Hogan of A. N. Hogan & Co., Inc., 483 Antonio Street, Manila, is visiting San Francisco to make connections for the sale of West Coast products in the Philippines and China. He is particularly interested in leather, pharmaceuticals, paper, piece goods, food products. Until July 7 will be at Alexander Hotel, GRaystone 5500.

EXPORT

5372 TAHITI—Emile Drollet-Pierre Hallais, Papeete, want plywood for partitions, ceilings, furniture, wall paneling. Want prices CIF Papeete, samples, etc.

5378 CHINA—E. Lung Trading Co., Ltd., 97 Rue de Taku, Tientsin, want cigarettes.

5380 STRAITS SETTLEMENTS—Hock Bee & Co., No. 54 Talok Ayer Street, Singapore, want fresh fruits, such as apples, grapes and oranges.

IMPORT

5390 HAWAII—Randolph Crossley & Associates, P.O. Box 128, Honolulu, offer orchids and tropical flowers from Hawaiian Islands.

5395 FRANCE—Jean Raynaud, 45 Rue des Cordes, Mazamet (Tarn), offers textiles and leather, as well as textile and leather manufactures. Would like to appoint representative or commission agent here for their sale.

5410 CUBA—A. R. Acosta Rendueles, Bacardi Building, Havana, offer alcohol, rum, gin and "aguardiente."

REPRESENTATION

5418 CANADA—Empire Agencies, 1003 Main Street, Winnipeg, want fancy wares, silverware, jewelry, cameras, electrical supplies, including small radios, electric clocks, novelties, including toys, plastics, smokers' supplies, other lines.

5426 CHINA—A. R. Hertzka, P.O. Box 1374, Shanghai, want textiles, paper, metals, machinery, hardware, leather, sundries, inc.

IMPORT-EXPORT

5445 CZECHOSLOVAKIA—Adolf Suk, Praha 11, Poric 19, Czechoslovakia, offers costume jewelry, china, glassware, silk souvenir scarfs. Wants type-setting machinery and other types of printing machinery.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6378—B. M. VAUGHN & COMPANY, 3227 Milam Street, Houston 6, Texas, would like to act as manufacturers' agent for local manufacturers of automotive, housewares, electrical and plumbing lines. Cover Texas, Oklahoma, Arkansas, Louisiana, Mississippi, Memphis, Tennessee, and Southeastern New Mexico.

D-6379—POLAR DISTRIBUTORS, Redlands, California, interested in acting as representative for manufacturers of fluorescent lighting, evaporative coolers, aluminum ware, electrical supplies and appliances, toys and practical home conveniences. Cover Southern California, Southern Nevada, Western Arizona and surrounding areas.

D-6380—ROGERS DISTRIBUTING COMPANY, 340 M & M Building, Houston 2, Texas, manufacturers' agent calling on the industrial, marine and mill supply houses in the states of Mississippi, Louisiana, Arkansas, Oklahoma, Texas and Alabama, would like to add additional lines from local manufacturers.

D-6381—WALTER W. NEAL, 1249 Grape Street, Denver 7, Colorado, interested in serving as sales agent for California companies who manufacture hardware, housewares, electrical merchandise, garden tools and sporting goods.

D-6382—ALLIED DISTRIBUTORS, 222 Boston Building, Denver 2, Colorado, interested in obtaining lines of warm air and gas furnaces, oil burners and boilers, circulator and space heaters, refrigerators and food cabinets from local manufacturers. Cover Colorado, New Mexico, Wyoming, Utah, Nevada, Idaho, Western Nebraska and North and South Dakota.

D-6383—FAR EASTERN TRADING COMPANY, 1675 East Earll Drive, Phoenix, Arizona, interested to act as agents in Arizona for manufacturers of gift items, stationers' supplies and accessories and plastic items.

Importance of Trade Education is Stressed

Increased vocational training facilities for San Francisco youths will benefit them as well as the community at large, it was contended by G. L. Fox, Manager of the San Francisco Chamber's Industrial Department, in an address delivered at the Samuel Gompers Trade School commencement exercises last week.

● **"Trade Trends in Tomorrow's World"** was the subject of the talk, in the course of which the importance of gearing modern education to the needs of the individual as well as the community economy was emphasized.

SURPLUS PROPERTY

The following offerings of surplus property have come to the attention of the Domestic Trade Department:

By the Naval Supply Depot, Sales Officer, Building 313, Oakland.

● **Sales Catalog B-98-46** until 2:00 P.M., July 2, on the following new and used domestic furnishings and equipment: laundry hampers, refrigerator leak detectors, mops, insecticide dusters, floor wax, baking pans, nursing bottles and nipples, paper spoons, plates and cartons, fly swatters, coffee maker bowls, one-gallon glass jugs, various pieces of kitchen equipment, thermos bottles and fillers, ironing board pads and covers, dusting brushes, bassinets, mirrors, non-surgical cotton, coffee filters, wax paper, and combs.

By the Mare Island Naval Shipyard, Supply Department, Building 71.

● **Sales Catalog B-49-46** until 10:00 A.M., July 8, on the following new material: switches of a variety of types, terminals, electrical insulation, carbon plate, mica paper, phenolic tubing, transmitters-receivers for diving helmets, trip units, voltage regulators, clips, ream drive motors, outlet boxes, sockets; a variety of film projection equipment such as lenses, spindles, bushings, wheels, idler brackets, screws, turn tables, power transformers; extension cords, controls, speakers, resisters and reflectors; plumbers' tees; adaptors, traps, pipe plugs, cocks, vapor and evaporator heaters, wood hoops, mercury thermometers, steel washers and buttons, webbing loops and rings, webbing slides and snaps, snap fastener sockets, and aluminum tape.

By the Navy Material Redistribution and Disposal Office, 600 Bryant.

● **Sales Catalog B-455-46** until 10:00 A.M., July 2 on: miscellaneous levels, rods, compass, metallic tapes, boards for plane table outfits, Jacob staff, tee squares and tripods. Most items in used-good condition.

● **Sales Catalog B-459-46** until 10:00 A.M., July 2 on: Mazda lamps of varying sizes; two GE dry type, single phase, 60 cycle, 3 kva transformers. All in new-excellent condition.

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U. S. Agricultural Missions Leave for China & Philippines

Dr. Claude Burton Hutchison, vice-president of the University of California and dean of its College of Agriculture, heads the U. S. section of the China-U.S. agricultural mission which left last week for China, following consultations in Washington with officials of the Chinese government.

● **U. S. members** of the Philippine-U. S. agricultural mission leave today for the Philippines following similar conferences in Washington. Head of this mission is Leland Everett Call, dean of Agriculture and director of the Agricultural Experiment Station, Kansas State College.

Both missions will collaborate with the governments of China and the Philippines in studying the agricultural problems of those countries, with a view toward recommending action for their solution and drafting programs designed to improve Chinese and Philippine agriculture on a long-term basis.

In addition, they will discuss possible future collaboration between the United States and the two countries as a means of carrying out certain parts of the programs.

WASHINGTON NOTES

(Continued from page 1)

Persons interested in making claims should contact The Netherlands Commission for War Damages, Staadhouderslaan 130, The Hague, or the Office of The Netherlands Financial Counselor, 25 Broadway, New York City.

Likewise, Americans who suffered war damages in POLAND may file claims for compensation with the Polish Government. Appropriate forms for the filing of such claims should be secured from the War Losses Department, Central Office of War Reparations Office, ulica Marszalkowska 8, Warsaw. Claims should be presented by a resident of Poland holding a power of attorney or they may be forwarded to the American Embassy, Warsaw, for further transmission to the Central Office of War Reparations Office.

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Formation of Car Pools Urged During S. F. Street Car Strike

Employers in San Francisco were urged to take the initiative in encouraging the formation of car pools among their employees during the street car strike in a special bulletin issued Monday to members of the San Francisco Chamber of Commerce.

• **At the same time,** the Chamber asked its members to cooperate with their employees by adjusting time schedules, if necessary, to enable employees to make connections with "share-a-ride" groups or with train and bus schedules to out-of-town points.

Brayton Wilbur, president of the Chamber, also called upon all car owners to be generous in sharing rides. "The cooperation of all car owners during this emergency will assure the fullest possible use of all available transportation facilities," he declared. "Full loading of cars will help to reduce congestion both on streets and in parking areas."

The Chamber further appealed to car owners and pedestrians to observe traffic signals at intersections in the interests of safety and to speed up traffic movement.

Stratton Appointed to Western Pacific Staff

Frank B. Stratton of San Francisco has been appointed industrial commissioner of the Western Pacific Railroad, effective July 1, to succeed James W. Grace, who will retire at the end of this month.

• **This announcement** was made last week by Henry E. Poulterer, vice-president in charge of traffic.

In commenting on the significance of this appointment, Mr. Poulterer said: "The territory served by Western Pacific Lines in California, Nevada and Utah is in the midst of an industrial expansion of considerable magnitude. Inquiries concerning prospective western industrial locations continue to be received at a rapid rate. With the steady increase in Pacific Coast population and the assurance of continued western steel production, we confidently expect that this westward industrial march will continue."

OPA Demise Gives Business Its Opportunity to Prove Soundness

Following is a statement on the expiration of O.P.A. and price controls as made by Brayton Wilbur, president, San Francisco Chamber of Commerce:

"The sudden expiration of price controls will have unpredictable momentary effects. However, ultimate de-control was inevitable. Now we may hope for the sound expansion of the economy.

"With the restoration of competitive incentives, American business will again be in a position to recognize the values of quality and service as well as price. It should not be long before staple merchandise will be available at the realistic prices which only unhampered competition can generate.

"Few citizens and, apparently, few men in government, anticipated the expiration of price controls with overnight suddenness. As a result, the nation's political system and what should be the unregimented American way of life are being submitted to unprecedented tests.

"Certainly, in these tests, San Franciscans may be expected to demonstrate restraint and moderation and the common sense that goes with self-government.

"Prior to World War II, America had achieved the world's highest standards of living. The average overall result of the free play of economic forces was that the American people had more and better food, shelter, clothing, automobiles and everything else that went with them than the people of any other land.

"When this nation entered the war, conditions imposed a regimented economy. In general, the public went along with the consequent controls and rules and regulations; but only public willingness to 'go along' for supreme common ends made administration of controls possible.

(Continued on page 4)

Directory of Frozen Food Processors Ready For C of C Members

A "Directory of Frozen Food Processors of Northern California" has been compiled and released recently by the Domestic Trade Department of the San Francisco Chamber of Commerce.

• **Information** contained in the Directory includes a listing of eighty-one food processors, together with the foods processed by each company.

Twenty-seven communities are represented in the Directory. They include Eureka, Fresno, Fort Bragg, Gilroy, Hayward, Merced, Modesto, Monterey, Mountain View, Oakland, Sacramento, Salinas, San Francisco, Sanger, San Jose, Santa Clara, Santa Cruz, Santa Rosa, San Luis Obispo, Sebastopol, Stockton, Sunnyvale, Tracy, Turlock, Watsonville, Yuba City and Waterford.

Copies are available to Chamber members who have use for them.

MacDonald to Lead Discussion Panel at NAA Convention

Kenneth R. MacDonald, manager of the Aviation Department of the San Francisco Chamber of Commerce, will lead a panel discussion on program planning at the convention of the National Aeronautic Association, July 17-20, in Omaha, Nebraska.

• **MacDonald,** who was recently appointed a member of the program committee for the convention, will also represent the San Francisco Bay Area Chapter of the NAA, of which he is second vice president.

S. F. Junior Chamber Gets National Award

The San Francisco Junior Chamber of Commerce has been awarded second place among 1,100 Junior Chambers for its work in the field of international relations.

• **The award** was presented to John V. O'Brien, secretary-manager of the Junior Chamber, at a U. S. Junior Chamber of Commerce convention in Milwaukee last week.

SEE BUSINESS ACTIVITY ON PAGE 3

General Business Activity

Thumb Nail Sketch: by the Research Department

• TREND

The general business activity in San Francisco continued at an unprecedented seasonal high during May with our index at 206.5 or 3.9 per cent above last May and only slightly below the preceding month. The five months cumulative business activities in San Francisco were up 4 per cent over the corresponding period last year.

Several activities such as construction, real estate, retail trade, stock exchange transactions, and airport traffic were at considerably higher levels during May than a year ago. On the other side of the ledger at a somewhat lower level than a year ago were postal receipts, manufacturing payrolls and employment, and freight car movements influenced strongly by the reconversion to a peacetime economy.

• EMPLOYMENT

The total persons contacting the United States Employment Service, commercial and industrial offices, in San Francisco were 8,000 fewer than in April and amounted to 40,636. Of the total 44 per cent were veterans who accounted for 35 per cent of the industrial office contact load of 27,598, and for 63 per cent of the commercial office contact load of 13,038. Although the daily applicant load far exceeded the number of openings during May the demand for workers in San Francisco was reported good, with jobs in fair volume distributed throughout the major industrial groups and a shortage of qualified clerical workers and skilled craftsmen as more selectivity is exercised by both the employer and applicant.

The unfilled openings available in San Francisco during the first week in June numbered 5,521 of which 2,900 or 52 per cent were women. The available openings were as follows: Professional and Managerial 728, Clerical and Sales 3,153, Service 439, Skilled 378, Semi-skilled 512, and Unskilled 311.

Unemployment claims for the week ending June 14th in San Francisco, according to the State Department of Employment, were reported at 17,497 of which 5,797 were continued claims of veterans. The total compensable claims amounted to 9,907 compared to 11,205 during the previous month or about 12 per cent lower.

In 12 Bay cities the compensable claims totaled 27,998 and were 13 per cent below the similar period. The nation's civilian labor force reported by the Census Bureau in early May at 57,630,000 was 730,000 above the April level; employment also gained 770,000 reaching a total of 55,320,000 during the same period.

Building permits for May amounted to 734 and were valued at $2,472,831. New residential permits providing for 280 dwelling units accounted for about two-thirds of the value of all permits issued during May. The total dwelling units for the 5 months cumulative amounted to 1,427 and were valued at about six million dollars, while permits for new single-family dwelling units totaled 1,037 and were more than three times the cumulative for the similar period last year.

May real estate sales numbering 1,940 and amounting to $24,492,652 were about a million and a half dollars under the preceding month but were 72 per cent over May of last year. The five months cumulative of 9,909 sales amounting to $120,124,595 were up 52 per cent in number and 70 per cent in value.

• RETAIL TRADE

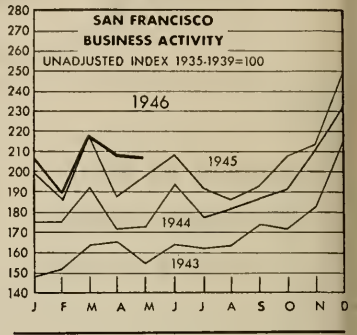
May retail department stores sales in San Francisco were slightly below the April peak but were 27 per cent above last May with the 5 months cumulative up 16 per cent over last year. Bay Area sales were up 28 per cent and 16 per cent respectively. Sales for the central valley were up 44 per cent and 25 per cent respectively. Sales for California were up 27 per cent over last May and 21 per cent for the 5 months cumulative period.

Some 652 independent retailers in San Francisco reports to the Census Bureau revealed April sales (latest available) were up 30 per cent above April a year ago with the four months cumulative up 11 per cent; at the same time, the averages for California's 6 largest cities were up 30 per cent and 16 per cent respectively.

Sales of the food stores in San Francisco were up 15 per cent compared to last April; eating places off 2 per cent; liquor packaged goods up 11 per cent; florists up 73 per cent; drug stores up 1 per cent; apparel up 42 per cent; jewelry up 52 per cent; automotive groups up 81 per cent; furniture and household up 46 per cent; and lumber and hardware up 15 per cent.

• WHOLESALE TRADE

Wholesalers' sales on the Pacific Coast during April were 23 per cent above last April with the four months cumulative up 16 per cent compared to an increase of 28 per cent and 20 per cent respectively in the nation, according to the latest Census Bureau releases. The mountain group of states led all others with gains of 36 per cent and 28 per cent respectively.



Pacific Coast 4 months cumulative sales of automotive supplies were up 29 per cent; clothing 18 per cent; shoes 23 per cent; furniture 16 per cent; groceries and food 21 per cent; meats 31 per cent; confectioneries sales topped the list with a gain of 41 per cent.

• MANUFACTURING INDUSTRIES

Manufacturing wage earners employed in San Francisco Industrial Area during May reported at 110,900 were 4,600 above the April level. The durable group accounted for 57,200 and the non-durable group for 53,700. Although May employment was about 43 per cent and payrolls 51 per cent under a year ago, employment was up 32 per cent and payrolls 122 per cent above the prewar levels of 1940. May average weekly earnings amounted to $51.61 compared to $61.28 last year and hourly earnings to $1.308 compared to $1.346. Hours worked per week were 39.4 compared to 45.5 last May.

Industrial expansion and new development reported by the Chamber's Industrial Department for May for San Francisco reveals a total of 20 establishments with investments of $782,500; in the Bay Region (12 counties) 111 establishments with outlays of $7,562,385, and Northern California 132 establishments with outlays of $9,695,618. The five months cumulative outlays were nearly double that of last year.

• COST OF LIVING

Consumer prices in San Francisco during the first 5 months of 1946 averaged 1.4 per cent over the same period last year. A 7.4 per cent drop in the gas and electric item of the budget helped to neutralize some of the increases in prices of food, clothing, and miscellaneous items since February. May index of all items for San Francisco, according to United States Department of Labor, was 134.8 compared to 134.0 in April and 131.7 in May last year.

Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY	MAY 1946	MAY 1945	PER CENT CHANGE	5 MONTHS 1946	5 MONTHS 1945	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY						
S. F. C. of C. Index 1935-39 Avg. = 100	206.5	198.8	3.9	206.0	198.0	4.0
CONSTRUCTION PERMITS						
Total (number)	734	412	78.2	3,721	2,073	79.5
(value)	2,472,831	1,005,353	146.0	23,048,122	4,932,883	367.2
Residential, New (number)	242	108	124.1	929	604	53.8
(value)	1,568,500	613,400	155.7	6,193,274	3,115,700	98.8
Dwelling Units (number)	280	154	81.8	1,427	864	65.2
Single-Family Dwellings, New (number)	213	62	243.5	1,037	344	201.5
(value)	1,152,700	250,100	360.9	5,903,844	1,254,400	370.7
Non-Residential, New (number)	17	12	41.7	181	45	302.2
(value)	200,025	33,125	503.8	9,294,209	481,285	831.1
Additions, Alterations and Repairs (number)	475	210	126.2	2,217	981	126.0
(value)	704,306	333,258	111.3	5,472,429	1,218,174	352.2
REAL ESTATE						
Sales (number)	1,940	1,287	50.7	9,909	6,499	52.5
(value)	24,492,652	14,262,244	71.7	120,124,595	70,808,269	69.6
Mortgages and Deeds of Trust (number)	1,770	1,171	51.2	8,186	15,644	-47.8
(amount)	24,636,923	8,080,384	204.9	82,801,619	38,891,270	112.9
RETAIL DEPARTMENT STORE SALES						
San Francisco (index)	237	192	23.4	221	190	16.3
FINANCE						
Bank Debits ($000)	1,828,602	1,729,011	5.8	9,223,258	8,576,466	7.5
Bank Clearings ($000)	1,426,014	1,243,497	14.7	7,114,944	6,324,878	12.5
Postal Receipts ($)	1,430,944	4,351,389	-67.1	10,220,166	22,922,596	-55.4
S. F. Stock Exchange (no. shares traded)	1,376,870	711,616	93.5	7,454,356	3,423,296	117.8
(market value)	24,582,206	15,959,485	54.0	116,826,442	71,966,083	62.3
COMMERCIAL FAILURES (number)	5	0	.....	11	5	120.0
Liabilities ($)	154,390	0	.....	204,542	88,210	131.9
Assets ($)	133,184	0	.....	189,271	11,035	1615.2
EMPLOYMENT & PAYROLLS—BAY AREA (5 Co.'s) (a)						
Employment (index)	132.3	230.5	-42.6	110.7	255.1	-56.6
Payrolls (index)	221.6	451.5	-50.9	179.6	494.4	-63.7
NON-MFG. INDUSTRIES (5 Co.'s) (a)						
Laundering, Cleaning, Dyeing (payroll)	174.6	166.3	5.0	167.6	165.8	1.1
Wholesale Trade (payroll)	170.8	153.1	11.6	162.8	151.6	7.4
Retail Trade (payroll)	169.1	136.3	24.1	160.0	137.6	16.3
Hotels (payroll)	233.7	203.8	14.7	224.9	199.4	12.8
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.	3,654	9,130	-60.0	19,395	56,700	-65.8
Industrial Placements (number)	2,867	7,294	-60.6	14,958	50,339	-70.3
Commercial Placements (number)	787	1,836	-57.1	4,437	6,361	-30.2
TRANSPORTATION						
Freight Car Movements (number)	23,029	33,443	-31.1	113,594	154,168	-26.3
San Francisco Airport Traffic (no. planes)	4,456	2,719	63.9	20,540	12,010	71.0
(no. passengers)	72,050	35,431	103.4	286,625	149,582	91.6
Express Shipments—Rail (number)	374,698	343,418	9.1	1,966,147	1,681,958	16.9
Air (number)	21,875	11,667	87.5	86,484	51,636	67.5
Air Mail Loaded (pounds)	518,579	1,595,355	-67.5	3,452,600	9,571,632	-63.9
WORLD TRADE						
Vessel Arrivals with Cargo (number)	246	338	-27.2	1,266	1,406	-10.0
(net registered tons)	1,095,683	1,458,771	-24.9	5,647,063	6,008,928	-6.0
Vessel Departures with Cargo (number)	260	340	-23.5	1,298	1,457	-11.9
(net registered tons)	1,195,371	1,477,188	-19.1	5,641,621	6,290,862	-10.3
Exports—Value (millions of dollars)	20.5(d)	19.1(e)	7.3	50.7(f)	31.1(g)	63.0
Quantity (millions of pounds)	424.8(d)	198.0(e)	114.5	855.9(f)	354.8(g)	141.2
Imports—Value (millions of dollars)	6.1(d)	4.1(e)	48.8	13.5(f)	8.6(g)	56.9
Quantity (millions of pounds)	106.9(d)	71.4(e)	49.7	175.9(f)	177.4(g)	-0.8
UTILITIES AND NEW DEVELOPMENTS						
Electric Energy Sales Index (k.w.hrs.)	180	183	-1.6	189	193	-2.1
Industrial & Commercial Gas Sales (cu.ft.)	1,004,368,600	1,123,473,400	-10.6	5,441,501,800	5,631,400,200	-3.4
Water Consumers (net gain)	152	181	-16.0	970	1,045	-7.2
Tourist & Settler Inquiries (number)	376	200	88.0	1,346	486	177.0
DAIRY RECEIPTS, FRUITS AND VEGETABLES						
Butter (pounds)	1,233,494	5,710,290	-78.4	4,209,837	23,509,183	-82.1
Cheese (pounds)	1,096,899	1,522,078	-27.9	6,260,568	6,829,569	-8.3
Eggs (cases)	86,809	127,191	-31.7	469,507	622,421	-24.6
Poultry, Dressed (pounds)	975,974	1,443,162	-32.4	8,100,286	8,897,629	-9.0
Fruits & Vegetables (carlots)	1,918	1,979	-3.1	8,710	8,664	0.5
LIVESTOCK SLAUGHTER (b) (total number)	225,270	232,191	-3.0	1,068,369	995,102	7.4
Cattle (number)	36,541	43,452	-15.9	209,005	208,092	0.0
Calves (number)	12,675	15,192	-16.6	47,328	47,598	-0.6
Sheep and Lambs (number)	139,702	143,923	-2.9	554,66	579,482	-4.3
Hogs (number)	36,352	29,624	22.7	257,371	159,930	60.9
S. F. LIVING COSTS 1935-39 Avg. = 100						
Food (index)	150.4	145.7	3.2	149.0	145.9	2.1
Clothing (index)	149.6	142.5	5.0	147.6	142.0	3.9
Rent (index)	(106.4)	(106.3)	0.1	106.4	106.3	0.1
Fuel, Electricity and Ice (c) (index)	85.9	92.8	-7.4	89.2	92.6	-3.7
Gas and Electricity (index)	77.7	.....	.....	81.9	.....	.....
Other Fuel and Ice (index)	113.2	.....	.....	113.2	.....	.....
House Furnishing Goods (index)	131.4	130.7	0.5	130.5	132.1	-1.2
Miscellaneous (index)	134.9	132.3	2.0	134.3	131.9	1.8
All Items (index)	134.8	131.7	2.4	133.7	131.9	1.4

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.
(b) Federal Inspection—San Francisco District.
(c) Gas costs have declined since 1925 and electricity costs since 1921.
(d) February, 1946 (latest available).
(e) February, 1945.
(f) First 2 months 1946.
(g) First 2 months 1945.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

EXPORT

5374 CHINA—South Sea Trading Co., 627 Peking Road, Shanghai, wants white medicine bottles; sizes 8-12-16-32 oz.; round or square bakelite screw tops.

5379 HONGKONG—National Import and Export Company, P.O. Box 1225, Hongkong, wants overissued old newspapers. Want cable quotations; terms cash against documents. Cable address: SERVICE HONGKONG.

5383 GREECE—J. N. Soteriadi, P.O. Box No. 181, Athens, wants mineral oils of all kinds.

IMPORT

5391 INDIA—Aruna Brothers, Sialkot City, India, offer India carpets and Kashmir embroidered Numdah rugs, Indian sporting and athletic goods.

5403 CZECHOSLOVAKIA—J. Jantsch, Jablonec, Czechoslovakia, offers cut glassware, glass figurines, chandeliers, costume jewelry, wooden beads, glass beads, glass buttons, dress ornaments, artificial stones, handbags.

5407 MEXICO—Manufacureros Unidos, S. de R. L., Apartado 10107, Mexico, D.F., offer "artistic dolls," want to appoint representative for their sale. Photo and list of prices at World Trade Department.

REPRESENTATION

5424 HAWAII—Alexander Brothers, Limited, 180 Merchant Street, Honolulu 3, want office furniture, electrical appliances, electronics, inter-office communications, refrigeration equipment and air conditioning equipment.

5428 COSTA RICA—Centro American Import & Export, S.A., Apartado 1355, San Jose, wants hardware, chemicals, cement, food products, textiles, novelties, etc. Distribute in Costa Rica and other Central American countries.

IMPORT-EXPORT

5444 CABADA—Central America Import and Export Co., Ltd., 70 St. Paul St., Quebec, want representations for general novelties. Export Canadian products.

5447 URUGUAY—Sociedad Industrial Comercial Uruguaya Brasilena, Casilla Correo No. 160, Montevideo, wants import-export connections, representations.

SURPLUS PROPERTY

The following offerings of surplus property have come to the attention of the Domestic Trade Department:

From the Navy Material Redistribution and Disposal Office, 600 Bryant:

- **Sales Catalog B-464-46** until 10:00 A.M., July 12 on miscellaneous rubber hose and flexible metal hose connections. Also couplings, clamps and racks. All in new-excellent condition.
- **Sales Catalog B-477-46** until 10:00 A.M., July 12 on two, three and four conductor, solid and stranded wire in new-excellent condition.
- **Sales Catalog B-472-46** until 10:00 A.M., July 10 on a variety of water heaters and heat-paks in new and used good condition.

By the Naval Supply Depot, Sales Officer, Building 313, Oakland:

- **Sales Catalog B-99-46** on a variety of medical and surgical supplies mostly in used-good or excellent condition.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6384—ROBERT L. DOWLING, Ozark, Alabama, looking for someone to handle his pre-cut aluminum houses. Immediate delivery.

D-6385—THE NEILSON COMPANY, 207 E. Michigan Street, Milwaukee 2, Wisconsin, interested in contacting a manufacturers agent or distributor in this city to handle toys and hardware such as wheels, coaster wagons and wheelbarrows.

D-6386—DYN CORPORATION, 1239 St. Nicholas Avenue, New York 32, New York, looking for a representative to handle their custom jewelry—brass, gold and silver plated. Featuring $1-$10 items.

D-6387—QUALITY ELECTRIC COMPANY, LTD., 1235 East Olympic Boulevard, Los Angeles 21, California, would like to represent local manufacturers of specialized electrical items in the Los Angeles area.

600 Chinese Trainees in S. F. To Tour Bay Area Industries

A group of 600 Chinese trainees who have spent the past year in the United States studying American manufacturing and operating methods has arrived in San Francisco on an inspection tour of Bay Area industries sponsored by the San Francisco Chamber of Commerce.

- **This is the third group** of Chinese technicians to arrive in San Francisco en route to China following their period of training in the States.

During their stay in the Bay Area they will spend 3 days making tours of engineering yards in San Francisco, Oakland and Sacramento, and visiting industries in Oakland, Albany, Richmond, San Jose and other Bay Area communities.

Agricultural trainees will inspect packing plants and orchards in the San Jose Area.

Members of the group interested in management will visit the San Francisco Chamber of Commerce and Stock Exchange to observe procedure and operating methods.

Highlight of their visit will be a luncheon given in their honor by the Foreign Trade Association of the Chamber at the Fairmont Hotel, Monday, July 8.

In San Francisco to handle the movement of the Chinese technicians are Carl J. Eskeline, Manager of the Far Eastern Department of the International Training Administration, which administers the special training program of foreign groups in the United States, and J. A. Bristow, ITA's western representative.

OPA Demise

—(Continued from Page 1)

"But since the end of actual fighting, public sentiment in regard to controls has changed, as reflected in the sudden dropping of the OPA.

"And, now, American business has an opportunity to measure up to its responsibilities. The democratic processes of trials and balances, and unhampered press, competent courts and judicial procedures and the free play of supply and demand will prevail.

"Certainly there will be economic adjustments as time goes on. Every citizen will be called upon to face fundamentals and play his part in the free enterprise system, as buyer or seller, realizing that his acts today must not lead to a situation tomorrow making for complete regimentation.

"Administration of OPA was exceedingly difficult and had many unrealistic results. What was done in behalf of one segment of the economy had effects on several others. Commodity scarcity, black markets and confusion resulted. However, in the main, it served its major purposes well and its history should not be stigmatized by its minor aspects.

"We simply urge all to conduct their businesses in a normal way. With no controls, there will be some confusion and higher prices on certain scarce articles. The great bulk of our production and supplies, however, will seek their levels in an orderly way through the unimpeded workings of the law of supply and demand."

The Retail Merchants Association of the San Francisco Chamber of Commerce has issued the following bulletin to its members:

"The sudden demise of OPA offers the retailer a splendid opportunity to build stronger public relations with his customers.

"That our members realize this is shown by the fact that all of them contacted have expressed their intent to hold price lines which were in existence under OPA control.

"The buying public is keenly aware of price changes and will be particularly vigilant in making comparative price checks. If the stores continue to maintain their usual high standard of ethics, the customer will long remember it and it will pay the retailer big dividends when we get into a buyer's market."

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

•SURPLUS PROPERTY

The Permanente Metals Corporation Plant at Manteca, California, built at a government cost of $6,230,000, has been declared surplus and offered for sale or lease by the War Assets Corporation. The plant, designed to produce 10,800 tons of magnesium steel annually, is located on a fenced-in area of about 26¾ acres, which is part of a tract of 138 acres. There are six principal and 11 smaller buildings on the site.

Machinery and equipment include all items necessary for reducing pellets to magnesium crystals and casting and moulding ingots. Laboratory and testing equipment, furniture, fixtures and portable tools are on the premises. There is a complete compressed air distribution system for operating tools throughout the entire plant and two 5-ton cranes in No. 1 furnace building.

The plant is served by a spur track of the Southern Pacific Railroad, dock facilities are at Stockton, and paved roads connect with arterial highways. All utilities are available.

For special data concerning this property, address inquiries to the WAA San Francisco Office, 30 Van Ness Avenue.

•S. F. APPOINTMENT

A. C. Mattei of San Francisco is one of the fifteen members of the National Petroleum Council who have been named on a temporary organization committee.

Formation of the organization committee was authorized at the first Council meeting in Washington on June 21, 1946, and the committee meets in Washington on July 9 with Secretary of the Interior Krug and Acting Director Ralph K. Davies of the Oil and Gas Division to formulate the Council's organization plans to be submitted to the next quarterly meeting of the Council, probably sometime in September.

Chinese Technicians Honored In Ceremonies at S. F. City Hall

At a ceremony held Monday in the rotunda of San Francisco City Hall, Mayor Roger D. Lapham and Brayton Wilbur, president of the San Francisco Chamber, extended greetings from the people of San Francisco to the almost five hundred Chinese technicians who have been visiting in the Bay Area this week.

• Presiding at the ceremony was William C. Montgomery, president, Foreign Trade Association of the San Francisco Chamber of Commerce, who presented to the group the following greeting from President Wilbur on behalf of the Chamber:

"It has been a pleasure and a privilege for the San Francisco Bay Area to be your host upon the completion of your technical training in the United States.

"During your stay here you have won a warm spot in our hearts and have brought to us a better understanding of China and China's problems. You are taking back to your country not only specialized American skills, but a knowledge of this country which will enable you to interpret and in part to your people our sincere friendship for them.

"We hope you will not forget upon your return to China that you have friends in the people and the industries of the San Francisco Bay Area, who wish you the best of success in your task of moulding China's industrial destiny."

A short response to the presentation was made by C. H. Hwang, Chinese group leader. T. K. Chang, Consul General of China, addressed the assembly on behalf of the Chinese community of San Francisco.

• The ceremony was closed with an address in Chinese by Willys R. Peck, former administrator with the State Department, who inaugurated the training programs of the International Training Administration.

The Chinese received the certificates of the completion of their training at a banquet given Monday night by the Chinese Supply Commission, presided over by Consul General T. K. Chang. Special guests were representatives of local industrial and engineering firms and officials of the San Francisco Chamber who assisted in arranging tours.

S. F.-Hawaii Route Granted to United Air Lines by C. A. B.

The San Francisco Chamber of Commerce today hailed announcement of a San Francisco-Hawaii route for United Air Lines as another indication that the city is now air capital of the Pacific.

• Chamber President Brayton Wilbur, commenting on the Civil Aeronautics Board decision, said: "We congratulate United on their new route to Hawaii. San Francisco now becomes the headquarters for the only two United States Flag airlines operating on trans-Pacific routes. The city is strategically located in relation to air distances to all the capitals of the world. The new United Air Lines route to Hawaii marks another step forward in the development of San Francisco as a world air terminal."

Edward V. Mills, chairman of the Bay Area Aviation Committee, called the action "recognition of the Bay Area's position as an international center for air commerce. We welcome this new route," Mills said, "and will continue our efforts to advance aviation's cause in this area."

United, which now will add 2,400 route miles to its system, recently established its major operational base at San Francisco airport. With approval of the Civilian Production Administration, the airlines will shortly start construction of a second maintenance hangar at the airport, company officials said.

A CALL FOR CARS

A call for all car owners to share their vehicles with visiting Shriners who will be attending the Order's convention in this city July 21-25 was issued today by Ernest Ingold, chairman of the Automobile Committee.

• "The need for cars in which to take visiting Shriners on sightseeing tours is urgent," Ingold declared, in urging residents to register their cars for volunteer duty.

To register your car, telephone SUtter 1627. All volunteer cars will be fully covered by insurance.

S. F. Retailers Are Holding To Price Pledge, Says Street

Retailers of San Francisco have observed the demise of OPA with the promise that there will be no increase in prices unless such increase becomes necessary through increased cost to them, according to D. P. Street, managing director of the Retail Merchants Association of the San Francisco Chamber of Commerce.

(Continued on page 4)

EXCERPTS FROM RECENT SURVEY OF WORLD WAR II VETERANS AND DWELLING UNIT VACANCY AND OCCUPANCY IN THE SAN FRANCISCO AREA*, CALIFORNIA

by the U. S. Department of Labor

**For purposes of this survey the San Francisco area includes, in addition to San Francisco and Oakland, the following urban places: on the San Francisco side, Daly City and South San Francisco; on the Oakland side, Alameda, Albany, Berkeley, El Cerrito, Emeryville, Piedmont, Richmond and San Leandro.*

TABLE A VACANCY AND OCCUPANCY IN PUBLICLY AND PRIVATELY FINANCED DWELLING UNITS IN SAN FRANCISCO AREA*—MARCH-APRIL 1946

DWELLING UNITS	Public and Private Dwelling Units	Private Dwelling Units
Total dwelling units: Estimated No.	456,100	435,000
Per cent	100.0	100.0
Occupied	99.3	99.3
Unoccupied	.7	.7
Habitable	.7	.7
Rental	.2	.2
Sale	.2	.2
Other	.3	.3
Not habitable	..	..

TABLE B—CHARACTERISTICS OF ALL WORLD WAR II VETERANS

CHARACTERISTICS	Total
Estimated total number of veterans	90,000
Per cent	100%
Residence Prior to Induction	
Total	100%
Lived in area prior to induction	62%
Lived in other area prior to induction	38%
Employment	
Total	100%
Employed	71%
Other than employed	29%

TABLE C—PRESENT LIVING ARRANGEMENTS, CONDITION AND FACILITIES OF DWELLING UNIT, AND DEGREE OF CROWDING FOR WORLD WAR II VETERANS

SUBJECT	Total
Estimated total number of veterans	90,000
Present Living Arrangements	
Total	100%
Living in rented rooms or hotel rooms	17%
Living in dwelling units	83%
Occupied exclusively by immediate family	69%
Doubled up	14%
Condition and Facilities of Dwelling Unit	100%
In good condition or in need of minor repairs	95%
In need of major repairs	5%

TABLE D VACANCY AND OCCUPANCY IN PRIVATELY FINANCED DWELLINGS

PRIVATELY FINANCED DWELLING UNITS*	Combined S. F. Area	S. F.**	East Bay***
Total dwelling units: Estimated number	435,000	245,000	190,000
Per cent	100.0	100.0	100.0
Unoccupied	.7	.9	.6
Occupied	99.3	99.1	99.4
Tenant-occupied	55.6	62.8	47.3
Owner-occupied	43.7	36.3	52.1
Occupied Dwellings with Kitchen Facilities			
Median monthly rent for tenant-occupied units	$35	$35	$35
One-fourth rented at or less than	$26	$25	$28
One-fourth rented at or more than	$45	$42	$45

*Units under construction and public housing are not included in the table.
**Includes San Francisco, Daly City and South San Francisco.
***Includes Oakland and Alameda, Albany, Berkeley, El Cerrito, Emeryville, Piedmont, Richmond, and San Leandro.

San Francisco Receives Recognition in The Architectural Forum

San Francisco receives recognition as a center for talent in all fields of art in the publisher's letter appearing in the June issue of the *Architectural Forum*.

• **Citing** the city's Union Square garage as an example of architectural skill, the publisher continues, ". . . this city has more to claim your attention than its dramatic views. It has more top people in all of the arts than any other city which comes to mind. It not only has an abundance of top architects, builders who can build anything—and often do, fine painters and sculptors, a craft group led by the world's greatest weaver, landscape architects who know how and who know when to stop, outstanding museum directors, but even a Chamber of Commerce President who acts less like one than any other C. of C. prexy alive.

"Most of all, San Francisco appears to have more civilized people than other cities. Whether they thrive under this constellation of stars or whether the stars shine brighter in this sympathetic heaven is a chicken-and-egg argument. Vice or versa, San Francisco has what it takes and, even more important, San Franciscans take what it's got."

Operations Begin at Permanente Plants

Production of Kaiser Aluminum gets underway early this month at the two Spokane, Washington, plants of The Permanente Metals Corporation, according to an announcement by Henry J. Kaiser.

• **Remelt furnaces** at the Trentwood mills are already in operation, and hot rolling facilities will start within the next few days, Kaiser said.

The Mead aluminum reduction plant, also located in Spokane, will be ready for production before July 15. Permanente's alumina facilities at Baton Rouge, Louisiana, which will supply alumina to the Mead plant, will be in operation later this year.

Kaiser said that the Spokane plants would make available 80 million pounds of aluminum by the end of this year. The schedule calls for 4,000,000 pounds of aluminum this month; 8,000,000 pounds in August; 12,000,000 pounds in September; 16,000,000 pounds in October; 20,000,000 pounds in November; and 20,000,000 pounds in December.

S. F. Western Fall Market Week to Feature Seven Shows

Western dealers and buyers in record-breaking numbers are making reservations for attendance at the Western Fall Market in San Francisco, August 5-10, according to Frank K. Runyan, president of the Western Merchandise Mart and a member of the Chamber's Board of Directors.

• **Featuring seven markets in one,** Fall Market Week will include the Western Furniture Market, Western Floor Covering Opening, Western Radio and Appliance Show, Western Gift and Housewares Show, Western Decorative Textile Show, Linens and Domestics Market, and the Toy and Juvenile Goods Show. The Western Gift, Housewares and Toy Show will present exhibits in the Civic Auditorium as well as the Mart.

Plans are now being made to hold special events during the week. On Monday evening, August 5, will be held the Gift, Housewares and Toy Dinner at which Carl J. Eastman, chairman, Domestic Trade Committee, San Francisco Chamber of Commerce, will be guest speaker.

On Wednesday, August 7, the first postwar Western Radio and Appliance Trade Dinner will be held, and on Thursday, August 8, the Basic Home Furnishing Color Coordination Clinic will open.

Ek Named to Faculty Of Western Institute

Serving on the faculty of the Western Institute of the U. S. Chamber of Commerce during the week of July 22 will be John Ek, manager of the Membership Department of the San Francisco Chamber of Commerce, who will conduct a course on "Membership and Finance."

• **The Institute** will be held at Whittier College, Whittier, California.

D. P. Street, managing director, Retail Merchants Association of the San Francisco Chamber of Commerce, and Carroll Snyker, manager of the Chamber's Domestic Trade Department, will also be present at the Institute, which will be attended by approximately 150 secretaries of commercial and trade associations in eleven western states.

CORRECTION

Following is a corrected bulletin released by D. P. Street, managing director, Retail Merchants Association of the San Francisco Chamber of Commerce, to members of the Association following the expiration of OPA and price controls:

• **"The sudden demise of OPA** offers the retailer a splendid opportunity to build stronger public relations with his customers.

"That our members realize this is shown by the fact that all of them contacted have expressed their interest to hold price lines which were in existence under OPA regulations until and unless conditions beyond their control force adjustments.

"The buying public is keenly aware of price changes and will be particularly vigilant in making comparative price checks. If the stores continue to maintain their usual high standard of ethics, the customer will long remember and it will pay the retailer big dividends when we get into a buyers' market."

New Zealand Chambers Send Greetings to S. F. Chamber Head

Development of close contact between the United States and New Zealand as a result of new reductions in traveling time is foreseen by W. H. Hindle, president, Associated Chambers of Commerce of New Zealand.

• **In a letter of greeting** to Brayton Wilbur, San Francisco Chamber of Commerce president, Hindle said that New Zealand and the United States are now neighbors.

"We are a small country by comparison with yours, and we would have much to gain by the close contact I envisage," he declared. "And it is not too much to hope that we would be able to contribute something to the general well being of your people. Our countries have many natural resources which can be used for the benefit of both. The benefits will become increasingly apparent with the development of travel and the greater interchange of visits by our people."

International Mining Days to be Observed In El Paso November 1

International Mining Days will be celebrated November 1-2 in El Paso, Texas, under the sponsorship of the Mining Committee of the El Paso Chamber of Commerce.

This will be the third annual get-together of mining men from New Mexico, Texas, Arizona, Colorado and Mexico, with representation from other parts of the United States.

The program will include only one business session at which a leader in the mining industry will speak. An exposition of mining machinery and equipment has again been scheduled this year.

G. E. Kitchen Cabinets for West To Be Made in San Francisco

General Electric Company kitchen cabinets for the western market will be made in San Francisco by the W. R. Ames Company through an arrangement negotiated by Cloyd Gray, president and general manager of the Ames Company, it was disclosed this week by G. L. Fox, manager of the San Francisco Chamber's Industrial Department.

• **"This action** is exceedingly significant," Fox said, "inasmuch as the national concern, local factory payrolls and cabinet buyers will benefit.

"The G.E.-Ames contract establishes a pattern which may be adaptable in many other cases, wherein national brands may gain the advantages of western production and local manufacturers can secure the benefits of demands for nationally-known merchandise."

The Ames Company is now preparing engineering drawings and dies for production which will serve the seven western states, and a substantial increase in the payrolls of the San Francisco plant during the next year is expected. Initial models will be completed by September when volume production is expected to begin.

The Ames Company reports that "these cabinets are to be of the highest quality and finish, and it is a distinction to Bay Area manufacturing that they are to be produced here. A substantial portion of the steel will be a product of California, partly from the Columbia Steel Company at Pittsburg. There will be many other incidentals such as hardware, paper cartons and enamels."

Zoning Ordinance Redrafting Before Chamber Sites Group

Procedures being followed in the redrafting of San Francisco's zoning ordinance were outlined last week to the San Francisco Chamber's Sites and Buildings Section by L. Deming Tilton, Director of Planning, San Francisco City Planning Commission.

• **Tilton** traced the history of the present zoning law which became effective in 1921, and used various maps to illustrate subsequent developments and present studies on which redrafting of the act will be based.

An increased number of zones, particularly for residential purposes, is to be expected, he said, but the program should have the net effect of making more area available for industrial purposes.

As studies of the present zoning law and community needs progress, citizens' groups throughout the city will be afforded an opportunity to become familiar with the new ordinance and to present their suggestions, Tilton explained.

Fishermen's Fiesta Is Extended Two Days

The Fishermen's Fiesta has been extended to two days—July 27 and 28—through an agreement made by the State Board of Harbor Commissioners, Victor B. Martin of the Fiesta Committee has announced.

• **Special motion pictures** on fishing operations have been added to the Fiesta program. Super-sonic devices that are used to detect fish schools underwater will be demonstrated, as well as the modern radio telephonic communications systems between fish boats.

Italian folk dancing and singing will be presented by the San Francisco Folk Arts, and the San Francisco Artists Guild will hold an artists' exhibition.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

EXPORT

5372 TAHITI—Emile Drollet-Pierre Hallais, Papeete, want plywood for partitions, ceilings, furniture, wall panelling. Want prices C.I.F. Papeete, samples, etc.

5373 PHILIPPINES—Raymond E. Wilmarth, Escolta corner Nueva, Manila, wants articles suitable for gift shop, such as silverware, chinaware, glassware, picture frames, leather goods, vases, rugs, pottery, draperies, toys, handkerchiefs, trophies, personal gifts, perfumes, cosmetics, jewelry, pens and pencils, greeting cards, candlesticks, etc. Wants catalogs, prices. Also interested in textiles, men's wear, ladies' wear, baby's wear, shoes, stationery, general department store line of merchandise.

5375 CHINA—Foo Yuan Trading Company, 82 Hai Po Road, Tsingtao, wants galvanized iron sheets, chemicals, canvas-rubber shoes, milk powder, padlocks, oiled silk, raincoat material, safety razors and blades, paper of all kinds, cigarette paper, patent drugs, woolen material and yarn, condensed milk, sewing machines, and needles, groceries, cigarette lighters and flints.

IMPORT

5390 HAWAII—Randolph Crossley and Associates, P.O. Box 128, Honolulu, offer orchids and tropical flowers from Hawaiian Islands.

5393 HONGKONG—James G. Marshall and Company, Ltd., 33 Queens Road, Central Hongkong, offers Hongkong manufactured goods and general produce.

5396 FRANCE—Roger-Duchamp, Rue Anatole-France, Piquecaillous-Bergerac (Dordogne), offers wines, such as burgundy, bordeaux (claret), Cotes-du-Rhone-Monbazillac-Champagne; spirits, such as cognac, armagnac, liqueurs and fruit preserved in brandy. Would like to be appointed buying agent.

REPRESENTATION

5418 CANADA—Empire Agencies, 1003 Main Street, Winnipeg, wants fancy wares, silverware, jewelry, cameras, electrical supplies, including small radios, electric clocks, novelties, including toys, plastics, smokers supplies, other lines.

5420 ITALY—"Dera" Company, Ltd., Via Duomo 305, Naples, wants medical specialties, pharmaceuticals, surgical articles, tanned hides, patent leathers, hardware, etc.

5422 CZECHOSLOVAKIA—R. J. Vrobovec, Praja 11, Truhlarska 29, Czechoslovakia, wants washing machines, electric motors, ice boxes, refrigerators, etc.

IMPORT-EXPORT

5436 CHINA—Universal Mercantile Company, 64 Taku Road, Tientsin, wants to act as agent for West Coast import-export house. Imports industrial chemicals, steel and iron products, paper, leather, etc. Exports furs, animal hair, oils, carpets, egg products, etc.

5441 HONGKONG—Tung Yan Company, 67 Connaught Road, Central, Hongkong, wants import-export connections.

5443 PALESTINE—Scaldex Trading Company, P.O. Box 2317, Tel-Aviv, wants import-export connections, representations.

VISITOR TO SAN FRANCISCO

Mr. Eliseo S. Canilao, Canilao & Company, Inc., Samrillo Building, Escolta, Manila, P.I. is interested in buying direct from manufacturers textiles, remnants, haberdashery, drugs and hardware, etc. As Mr. Canilao is leaving for the East shortly, please contact firm in Manila.

VISITOR FROM PHILIPPINE ISLANDS

Mr. Juanito Baldeo, Manager, of Filipinas Transportation Company, Inc., 308 Carriedo Street, Manila, Philippines, is now in San Francisco and will remain until the end of the month. He wishes to contact manufacturers and exporters of Fertilizers, Roofing Materials, Lithographers, Stationaries and Office Equipments, Films Companies, and Textiles. This firm also wishes a local agency to act for shipping by air or water. This firm offers for exportation, Almaciga (gum copal); Chromite pros; Gold Claims and Gold Deposits; Reconstruction of a first-class theatre. References available.

Mr. Baldeo may be contacted at his residence, 208 Second Avenue, San Francisco, Evergreen 6513 or at the Office, 405 Montgomery Street, Garfield 0717 or Garfield 7217.

San Francisco to Be Featured Soon in Californian Magazine

San Francisco will be featured in the September issue of *The Californian*, national fashion magazine.

● **Members** of the magazine's staff spent several days in San Francisco last month collecting data on the city and photographing fashions in San Francisco scenes.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6388—MR. C. R. JAMISON, 502 Drexel Avenue, Drexel Hill, Delaware County, Pennsylvania, is desirous of representing West Coast firms in the Central East Coast area. Can sell to all types of industries—food, chemical and mechanical; also banks, hospitals and large retail outlets.

D-6389—GRAFO COLLOIDS CORPORATION, Sharon, Pennsylvania, looking for a representative to distribute their lubricants in this territory. Operate on a straight commission basis. Would like someone who has already industrial contacts.

D-6390—J. B. CORDING & COMPANY, INC., 6 W. Lancaster Avenue, Ardmore, Pennsylvania, interested in representing local manufacturers in the Pennsylvania area. Selling to industrial and manufacturing concerns.

D-6391—MR. N. BUCKNER BARKLEY, 7721 Hillside Drive, La Jolla, California, would like to represent local manufacturers of building specialties in the New Orleans area. Has contacts with residential and commercial building trade.

SURPLUS PROPERTY

The following offerings of surplus property have come to the attention of the Domestic Trade Department:

By the Navy Material Redistribution and Disposal Office, 600 Bryant:

● **B-458-46** until 10:00 A.M. July 16 on miscellaneous salvable parts for an Enterprise marine diesel engine.

● **B-467-46** until 10:00 A.M. July 16 on 5-inch sisal rope and 1¼-inch and ½-inch wire rope in used condition—fair.

By the Naval Supply Depot, Sales Officer, Bldg. 313, Oakland:

● **B-1-47** until 2:00 P.M. July 16 on miscellaneous scrap and salvable material such as: shoes; rotary pumps; glass carboys; foam generators; burlap bags; platform lift trucks; mess tables and benches; jeep cans; wood cutting tools; and X-ray film.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

State C of C Vote Campaign Launched

An intensive campaign to register every qualified California resident for the November general election was started last week by 18 statewide civic, business, fraternal, veterans' and women's organizations.

● **The statewide drive,** which was organized by the California State Chamber of Commerce, has as its objective the polling of the largest possible vote.

In announcing the drive, Asa V. Call, State Chamber president, said, "Postwar readjustment of our people and our industries and our future pattern of state government all demand that good citizenship be exercised by all in this formative period. Registering and voting is a basic step in good citizenship."

Retailers

(Continued from page 1)

● **"In the public discussions** that have waged since July 1 over the results of the death of OPA," Street said, "there has not yet been brought to public attention an instance in which a San Francisco retailer has violated his pledge.

"While the present debate goes on in Congress over restoring certain price controls," he continued, "many observers are suggesting that if retailers were given a brief period in which to demonstrate their ability to control prices, the public might agree that price controls could be abandoned in all but a few instances.

"The opportunity to demonstrate the integrity of retailers in serving the public with merchandise at the lowest possible cost of distribution came suddenly. Thus far San Francisco retailers have met the emergency. They will undoubtedly continue to do so, for this is a city of substantial businessmen and not a boom town of profiteers."

C of C REPRESENTATIVE AT SUPERVISORS' MEETING

Attending the Board of Supervisors meeting Monday, July 1, was:

● **Sidney Levy,** member San Francisco Chamber Board.

San Francisco Chamber Director attending the meeting on July 8 was:

● **Andrew J. Lynch.**

Bay Region Business

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

● PACIFIC BRANCH

A Pacific Branch in the Division of Territories and Island Possessions of the Department of the Interior, as authorized recently by an act of Congress, has just been established.

Secretary of Interior Krug has named Eric Beecroft, of Berkeley, California, formerly a special assistant to the Secretary of the Interior, as Chief of the new branch.

The creation of the new branch now completes the formal representation, in the Division, of United States territories and island possessions under jurisdiction of the Secretary of Interior. Puerto Rico, the Virgin Islands, and Alaska already were represented by branches of the Division of Territories and Island Possessions.

The primary object of the Pacific Branch will be to assist the Territory of Hawaii pending the final attainment of full representation as a state in the National Congress. It will also stand ready to extend the Deparment's cooperation wherever it may be required in the development of plans for the administration of other Pacific Islands. In addition to the Hawaiian group, the Department of Interior has jurisdiction over five other islands—Canton, Enderbury, Baker, Howland and Jarvis. Canton, the only one of the five islands now occupied by civilians, is on the direct proposed route of Pan American Airways between Hawaii and New Zealand, being the first westward stop from Hawaii.

● WAR ASSETS ADMINISTRATION

Disposals of surplus consumer goods continued at a record pace during June, reaching a new monthly high of $230,000,000 in reported cost—approximately 15 percent above those for May. According to the War Assets Administration, San Francisco Regional disposal of consumer goods for the month of June, in millions of dollars, was 24.9, just topped by Atlanta with 25.2, and New York leading with 34.4.

● PROPERTY DISPOSAL

The War Assets Administration has established a Real Property Disposal Board to replace the Price Review Board. The New Board begins to operate as of July 15, 1946. The change in name has been made to more properly reflect the many considerations which are given to the objectives of the

(Continued on page 4)

Frank E. Marsh Named General Manager of Bay Area Council

Appointment of Frank E. Marsh, Washington Office Manager for the San Francisco Chamber of Commerce, as Executive Vice President and General Manager for the San Francisco Bay Area Council, was hailed today by San Francisco Chamber Manager Louis B. Lundborg as "the wisest choice that could have been made for such an executive."

● **"As an organization** devoted to the economic and civic development of the San Francisco Bay Counties, the Bay Area Council has the full support and cooperation of the San Francisco Chamber of Commerce in its work program," Lundborg said.

He declared Marsh is "eminently well qualified to work with the many community agencies, including the chambers of commerce, which are vitally concerned with the development of Bay Area Unity."

Marsh has handled Washington matters for the San Francisco Chamber of Commerce for the past two years.

● **"He has done an outstanding job** for this organization," Lundborg said, "and is certainly familiar with all the problems connected with organizing joint action by the various communities of the Bay Area. Most of his work in Washington has involved serving all of the Bay Area Communities and working jointly with them for common objectives."

"Trained as he is in the Bay Area Unity policy of the San Francisco Chamber of Commerce, Frank Marsh is ideally equipped to continue working in this field on an even wider scale. I am sure he will carry forward the traditions of this Chamber with ever greater success and all of us who have had the privilege of working with him join in wishing him well."

S. F. Exports, Imports Lead West Coasts For Jan-March Period

San Francisco exports and imports led the entire Pacific Coast during the first quarter of 1946, it was reported today by the San Francisco Chamber of Commerce.

● **The report,** issued by the Chamber's World Trade Department, is based on figures released by the Bureau of the Census of the United States Department of Commerce.

San Francisco exports amounted to $68,802,000 for the first quarter, compared to $47,865,000 for the first quarter of 1945.

Exports from the San Francisco Customs District were 37.9 per cent of the total shipments from five Pacific Coast customs districts. Exports from other customs districts for that period were: Washington, $45,167,000; Oregon, $37,012,000; Los Angeles, $25,983,000; and San Diego, $4,576,000.

● **San Francisco imports** during the same period were reported at $18,720,000, compared to $13,406,000 reported for the first quarter of 1945

Imports into San Francisco Customs District were 36.8 per cent of the Pacific Coast total. Imports at other customs districts were as follows: Washington, $15,106,000; Los Angeles, $13,782,000;

(Continued on page 4)

S. F. Chamber to Begin Radio Series on KQW

A new series of radio programs devoted to business news and information will begin next Friday, July 26, according to an announcement from Louis B. Lundborg, General Manager of the San Francisco Chamber of Commerce.

● **Sponsored by the Chamber** in cooperation with station KQW, the series, titled "Bay Region Business," will be broadcast every Friday from 9:15 to 9:30 p.m.

Purpose of the series is to provide a service to Bay Area businessmen by giving them current news concerning their fields of interest, and to also provide the general radio audience with business news of interest.

(Continued on page 4)

HOWDY NOBLES!

GOOD NEIGHBOR GREETINGS

San Francisco Chamber President, Brayton Wilbur (left), is presented a Maori carved desk set by Ivy Lee (right), public relations director of Pan American World Airways, Pacific Alaska Division, on behalf of the Associated Chambers of Commerce of New Zealand. The gift was accompanied by a letter of greeting from the New Zealand association, flown to San Francisco by Pan American. On its first postwar flight to New Zealand, Pan American carried a letter of greeting and certificate of honorary membership in the San Francisco Chamber of Commerce.

Chamber Staff Members Tour Ames Aeronautical Laboratory

Staff members of the San Francisco Chamber of Commerce visited the Ames Aeronautical Laboratory Tuesday, July 16, on the first invitational inspection tour of the laboratory's engineering research facilities at Moffett Field.

● **Representing** the Chamber were C. P. Tanner, assistant general manager; G. L. Fox, industrial department manager; Kenneth R. MacDonald, aviation department manager; and Frank E. Marsh, Washington office manager.

MacDonald Leaves for NAA Convention

Kenneth R. MacDonald, manager of the Aviation Department of the San Francisco Chamber of Commerce, left Tuesday for Omaha, Nebraska, where he will attend the convention of the National Aeronautic Association, July 17-20.

● MacDonald is the official delegate of the San Francisco Bay Area Chapter of NAA, and is also serving as a member of the NAA convention program committee.

He will address one of the sessions of the convention on the subject, "Making Chapter Programs Interesting and Educational."

United Air Lines Inaugurates Service From S. F. to Salinas

Edward V. Mills, chairman, Bay Area Aviation Committee, represented the Committee and the San Francisco Chamber at the inauguration of United Air Lines' daily scheduled service into Salinas, Tuesday, July 16, at San Francisco Municipal Airport.

● **Daily scheduled service** into Long Beach, Stockton, Modesto, Merced and Klamath Falls, Oregon, will begin on August 1, according to O. C. Richerson, United's western regional manager of operations.

United was certificated by the Civil Aeronautics Board to serve Stockton, Modesto and Merced on its San Joaquin Valley route over three years ago, but wartime shortages of equipment and facilities made it necessary to delay the opening of service until this time.

A fourth additional city on the valley route—Visalia—will be added within the next few months when arrangements to use the airfield there are completed, Richerson said.

● **The new communities** on United's route will be served with regulation Mainliner 180's, twin-engined planes capable of carrying 21 passengers and 2,500 pounds of mail, freight and express.

One northbound and one southbound flight will be scheduled into these cities, but United will add additional service as soon as equipment is available, Richerson stated.

North American Has NAvion Airplane Showing in Bay Area

First personal airplane produced by a major West Coast aircraft manufacturer, North American Aviation's new four-passenger NAvion, arrived in the San Francisco Bay Area Monday for its first stop on a 12,000-mile flight that will extend from coast-to-coast and return.

● **Piloted by Miss Betty Hayes,** a former WASP with 900 hours of flying experience, and carrying a party which includes Thomas Devlin and Sherwood Mark, North American Aviation representatives, the NAvion will visit 52 cities in 40 states during the next two months.

During the nation-wide tour, the party will show the latest fashions in men's and women's clothing designed and manufactured in California. The party left San Francisco yesterday for Portland and Seattle.

S. F. to Observe Joseph Lee Week July 21-27

San Francisco and other communities throughout the nation will honor the name of Joseph Lee, Father of American Recreation, during the week of July 21-27.

● **San Francisco** will give civic sponsorship to this city's observance by proclamation of Mayor Roger D. Lapham and the conduct of a program of activities by the San Francisco Recreation Department on all playgrounds and recreation units.

All citizens are invited to visit their neighborhood playgrounds at Open House on Saturday, July 27.

1947 Community Chest Goal of $3,350,000 Approved for S.F.

The San Francisco Community Chest board of directors has approved a 1947 campaign goal of $3,350,000, it was announced this week.

● **The bulk of the funds** collected in the October drive, according to Adrien J. Falk, campaign chairman, will go toward neighborhood community centers, foster home care for children, clinic and hospital services, and youth organizations.

Falk said that other services such as USO, day nurseries, children's institutions, and centers for the care of the aged and handicapped would also benefit from the campaign.

FARM RELATIONS

A Vital Chamber Activity

CHARLES E. GIBBS
Manager
Agricultural Department

SAN FRANCISCO'S PROSPERITY DEPENDS ON AGRICULTURE . . . CALIFORNIA'S LARGEST INDUSTRY.

It is the work of the Chamber's agricultural department and agricultural committee which demonstrates to the farmers of California San Francisco's friendship and interest in their welfare, for the future of both is dependent upon a mutual understanding.

San Francisco, as the West's major distribution and service center for farm products, realizes that farm prosperity is an essential part of the city's economic life.

SERVICES

These services are given neighboring farm areas in their interest and yours.

- **Representation** before local, state, national agencies on farm problems.
- **Organization** of public support on projects to promote California agriculture.
- **Aid** in problems of transporting farm produce.
- **Development** of dockside refrigeration facilities.
- **Aid** in handling surplus farm commodities and distress crops.
- **Development** of our public lands for better grazing facilities for livestock with due consideration for government, sportsman and livestock interests.
- **Promotion** of Livestock Shows.
- **Development** of fruit and vegetable Commission District and other market facilities. (Report of preliminary survey is available.)
- **Development** of markets for new agricultural products.

INFORMATION

- **Files** of data available on current legislative matters affecting agriculture, statistics, resources, food production, manpower, machinery.

The Agricultural Committee . . .

Leading Farm Figures Serve the Whole Community

John E. Pickett, Chairman
John Lawler, Vice-Chairman
N. M. Parsons, Vice-Chairman
R. L. Adams
Donald Boyd
Allen Brown
Wendell T. Calhoun
W. B. Camp
Wm. F. Carroll
T. W. Christensen
A. L. Christopher
H. G. Claudius
J. E. Coke
Lew Cook
E. E. Coontradt
John Cuddy
E. Stanton Daley
John De Carli
Harry M. Dickerman
Robert DiGiorgio
E. W. Everett
Harry J. Eustace
Adrien J. Falk
Austin Fenger
Carl L. Garrison
R. Vince Garrod
Edward Goeppner
Sam H. Greene
Fred J. Hart
Joe Hart
Dr. George Hecke
Fred L. Hogue
Joseph Hunt
C. B. Hutchison
Leander L. James
Chas. H. Kinsley
Ben G. Kline
Gordon B. Laing
Max Leonard
Sidney Levy
R. R. Lockhart
Wm. J. Losh
Gordon Lyons
F. C. McNabb
Dan McKinney
Grant Merrill
David W. Miller
Dr. Raymond W. Miller
James Mills, Jr.
Ralph E. Moyse
Osgood Murdock
B. A. Overland
V. R. Parrish
Alfred B. Parsons
John T. Pigott
A. J. Quitt
Hon. Harry D. Ross
Henry Schacht
Alyson E. Smith
Allen Standish
E. W. Stephens
H. L. Strobel
C. P. Tanner
Jesse W. Tapp
Ralph H. Taylor
F. A. Tissier
Nion Tucker
Grover D. Turnbow
Howard Vaughn
H. B. Walker
John S. Watson
P. A. Wiggin
Robert N. Wilson
W. P. Wing
Ray B. Wiser

California's Wealth is in the Land

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

EXPORT

5376 CHINA—S. D. Chow, P. O. Box 1970, Shanghai, wants industrial chemicals, metals for building purposes, such as mild steel plates, bamboo, steel pipes, cotton piece goods, timber, fruits, including oranges; radios, fish and sea products, paper manufacturers, provisions, sundry goods, bicycles and motorcycles.

5377 CHINA—Lung Tai Trading Company, 2 Chi Hsing Li, Roosevelt Road, Tientsin, wants cotton cloth and cotton yarns, dyestuffs.

5380 STRAITS SETTLEMENTS—Hock Bee and Company, 54 Talok Ayer Street, Singapore, wants fresh fruits, such as apples, grapes and oranges.

IMPORT

5394 HONGKONG—The Kenworth Trading Company, Pedder Building, Hongkong, offers tung oil and camphor (loose form).

5395 FRANCE—Jean Raynaud, 45 Rue des Cordes, Mazamet (Tarn), offers textiles and leather, as well as textile and leather manufactures. Would like to appoint representative or commission agent here for their sale.

5397 ITALY—M. Capoferri and Company, Casella Postale No. 6, Rovato, offers horticultural products, including seeds, and bulbs.

REPRESENTATION

5419 ITALY—Coloniali Chimici Coloranti, P. Matteotti 12, Siena, wants industrial chemicals for cottons, woollens, dyes, paints, including sulphur, resin, Kardofan rubber, paraffine, turpentine, benzine, acetone, naphthalin, spices, including cinnamon, pepper, tamarind, etc.; colors, including dyes.

5421 PORTUGAL—Egon Orbach, Rua Augusto Gil 37, Lisbon, wants provisions.

5423 IRAQ—Naji Sassoon Sheena, 27/233 Ghazali St., Baghdad, wants auto parts, and accessories, oils and greases, hardware, machinery, paper and cardboard, textiles, etc.

IMPORT-EXPORT

5437 CHINA—James Lee and Company, 150 Kiukiang Road, Shanghai, offers Swatow embroidery, lace silkware, etc. ants agency for cement, other lines.

5442 INDIA—Jesaram Jaikrishan, P. O. Box 674, Karachi, wants hardware, metals, hurricane lanterns and sundries. Offers gunnysacks, fancy articles of handicraft in ivory, jute and hessian cloth.

5445 CZECHOSLOVAKIA—Adolf Suk, Praha II, Poric 19, Czechoslovakia, offers costume jewelry, china, glassware, silk souvenir scarfs. Wants typesetting machinery, and other types of printing machinery.

WASHINGTON NOTES

(Continued from page 1)

Surplus Property Act in the disposal of all types of real property.

The WAA has been designated as the disposal agency for all government-owned marine industrial REAL property—a function formerly handled by the Maritime Commission. The Maritime Commission will continue to act as the disposal agency for ships and marine PERSONAL property, including tugs, life-boats, winches, anchors, and similar equipment. "Marine Industrial real property" includes lands, buildings, fixtures, facilities and equipment used for the construction, repair or operation of ships and other types of water-borne carriers; also, harbors, shipyards, and marine port-terminals.

RADIO SERIES

(Continued from page 1)

The series will be written and voiced by Len Gross, manager of the Radio Service Bureau of the Chamber.

News material will be gathered from each department of the San Francisco Chamber, from other chambers of commerce in the Bay Area, and from other related news sources.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6392—MR. D. M. LEIGHT TAYLOR, 10808 Richland Avenue, Los Angeles 34, California, interested in representing San Francisco Manufacturers pharmaceutical, hospital or physicians' supply products in Southern California.

D-6393—MR. BERNARD F. FORDAN, 1991 31st Avenue, San Francisco 16, California, would like to represent local manufacturers of drug and drug sundry products as well as general merchandise sold through drug stores, variety and department stores and their wholesalers.

D-6394—AMERICAN EXCEL-DISTIL FILTER CORP., 143 Nassau Street, New York 7, New York, will offer exclusive distribution for their water purifier to local distributor.

D-6395—J. D. CLINE COMPANY, 135 Harvard N., No. 405, Seattle 2, Washington, would like to represent local manufacturers of hardware, furniture, department and gift store items. Cover Washington and Oregon.

D-6396—MR. G. M. LAWLER, 5356 James Avenue South, Minneapolis 9, Minnesota, interested in representing San Francisco manufacturers in the midwestern states. Sell to jobbers, department and chain stores.

D-6397—MR. FRED L. JOHNSON, 8260 Melrose Avenue, Los Angeles 46, California, would like to contact local manufacturers or national distributors who are seeking West Coast representation.

D-6398—WESTERN SELLERS INCORPORATED, Central Tower Building, Suite 1804, 703 Market Street, San Francisco 3, California, interested in contacting manufacturers desiring West Coast representation.

D-6399—MR. KURT GUTMANN, 9 Eustis Street, Cambridge, Massachusetts, would like to represent local manufacturers of hardware and home furnishing lines, also stationery and drug companies in the New England territory.

SURPLUS PROPERTY

The following offerings of surplus goods have come to the attention of the Domestic Trade Department:

By the Navy Material Redistribution and Disposal Office, 600 Bryant:

● **Sales Catalog B-1-47** until 10:00 A.M., July 23 on a variety of electrical wire and cable in new-excellent condition consisting of: flexible cord; light and power cable; conductor cable; flexible cable; portable cable; battery jumper cable; switch board wire; telephone cable; flexible telephone cable; triple telephone twist pair; and, pyrometer cable.

● **Sales Catalog B-2-47** until 10:00 A.M., July 23 on: 2, 4, 8, 30 and 40 penny nails; lag screws and bolts; and, wood screws. All in new-excellent condition.

By the Naval Supply Depot, Sales Officer, Bldg. 313, Oakland:

● **Sales Catalog B-4-47** until 2:00 P.M., July 22 on new and unused miscellaneous tools and hardware consisting of: band saw blades; cabinet catches; rotary wire brushes; paint; hand drills; tool rollers; jig saws; liquid measures; laundry press blades; jacks; fuel oil nozzle tips; steel metalizing wire; insecticide sprayers; twine; air hose; copper tubing; sharpening stones; funnels; hinges of a variety of types and sizes; and, upholsterers' nails.

● **Sales Catalog B-2-47** until 2:00 P.M., July 19 on: 4", 5", 6", 7", 10" and 12" wood blocks and on 5", 6" and 9" metal blocks. All in used-good condition.

● **Sales Catalog B-3-47** until 2:00 P.M., July 19 on miscellaneous used iron, steel and wood tackle blocks. Condition varies from good to fair.

Hawaii's Future Bright, Says Chamber Head

A prosperous Hawaii offering tremendous opportunities to its citizens is foreseen by John A. Hamilton, executive vice president of the Chamber of Commerce of Honolulu.

● **Speaking** before the Foreign Trade Association of the San Francisco Chamber of Commerce on Monday, Hamilton said that the financial condition of the Islands is excellent, as a result of wartime expansion.

"Racial groups increased their economic standards to a level that would take 50 years to accomplish during peacetime," he declared.

While agriculture will continue to be the chief interest of the Islands for the future, Hamilton said, new fields of endeavor will open up as a result of increasing tourist travel to the Islands. Employment will remain at a high level, too, he said, if the Army and Navy retain their wartime plants which employed great numbers of workmen.

S. F. EXPORTS, IMPORTS

(Continued from page 1)

San Diego, $2,032,000; and Oregon, $1,194,000.

● **On the basis of tonnage volume,** San Francisco's export tonnage during the first quarter of 1946 totaling 1,286,700,000 pounds was slightly under the Los Angeles total of 1,713,200,000 pounds, but the per ton value of San Francisco's exports was roughly 2-2/3 times greater than that of Los Angeles.

Tonnage shipments from other Pacific Coast ports were: Oregon, 867,400,000 pounds; Washington, 739,400,000 pounds; and San Diego, 114,000,000 pounds.

Import volume was heaviest at Seattle, with the Washington Customs District reporting 705,800,000 pounds; San Francisco, 222,100,000 pounds; Los Angeles, 147,400,000 pounds: San Diego, 51,800,000 pounds; and Oregon, 16,100,000 pounds.

C of C REPRESENTATIVE AT SUPERVISORS' MEETING

Attending the Board of Supervisors meeting Monday, July 15, was:

E. J. McClanahan, member, San Francisco Chamber Board.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, July 25, 1946 | Number 30

WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

The MARITIME COMMISSION has offered the following for sale:

● *Bid No. 204*

A Miki Mink Army tug, 126 feet by 28 feet by 16 feet, with a speed of 9.13 knots, fuel capacity of 31,700 gallons, and accommodations for eight men and officers, located at the San Francisco Port of Embarkation, where permission to inspect may be obtained from the Superintendent of the Water Division. Bids will be opened at 2:30 p.m. (EST) July 29, 1946, in Washington. Further information and Invitations to Bid may be obtained from Director, Division of Small Vessel Procurement and Disposal, U. S. Maritime Commission, Washington 25, D.C.

● *Bid No. 198*

24 miscellaneous commercial type vessels, requisitioned from private owners for war use and including a number of former fishing vessels. Among these is the CABRILLO, a 182 Passenger and Freight Vessel, located at San Francisco, California. Prospective bidders may obtain full information and copies of the Invitation for Bid upon application to the Deputy Administrator for the Pacific Area, 220 Bush Street, San Francisco. Bids will be opened at 2:30 p.m. (EST), August 16, 1946, in Washington, D.C.

● *Government Designations BKO-101-102-104-105-106 and BKO-376*

6 surplus steel liquid cargo barges, at fixed price of $7,500 each, "as is, where is". The barges are located at Fort Mason, California, and are 112 feet long, 29 feet wide and 8 feet deep, divided into eight cargo tanks with a total liquid cargo capacity of approximately 137,000 gallons. Complete information may be obtained from Division of Small Vessel Procurement and Disposal, Commerce Building, Washington 25, D.C.

Large quantities of surplus deck machinery, including winches, windlasses, capstans and hawser reels. The material is being offered in a wide variety of types, models, and sizes, and at prices ranging from $5.00 for light hand-powered equipment to $18,548 for huge steam-driven winches. A majority of the inventory consists of electrically-powered equipment but there are also large quantities of hand-powered steam-driven units and some with gasoline and Diesel engines.

Maritime officials believe this equipment could be used by railroads, contractors, oil field operators, sand and gravel quarries, logging companies, and mine operators. This surplus material is located in various parts of the country. Permission to inspect, and information on specific locations, may be obtained from the U.S. Maritime Commission's office in Oakland, California.

Immediate Preparation of S. F. Airport Plan Urged by Chamber

Development of airports in San Francisco City and County through an orderly and systematic program of expansion to meet the demands of air traffic was urged this week by the San Francisco Chamber of Commerce.

● **The Chamber,** in a resolution sent to the Board of Supervisors, asked for immediate preparation of a Master Airport Plan.

In an accompanying letter, the Chamber pointed out that one of the greatest needs facing San Francisco is the need for sound, practical planning for the future. "Ten years hence," the letter continued, "we may face in air commerce the exact situation we face today in respect to our streets and our traffic problems, unless we plan now!"

While San Francisco is becoming increasingly important as a commercial air terminal, the Chamber pointed out that its Municipal Airport has no facilities to serve the increasing number of private flyers in San Francisco, and its facilities for commercial use are presently inadequate to meet future demands for space.

A Master Airport Plan, the Chamber maintains, would fill the local need for sound, practical planning in the field of aviation by determining the present and future airport needs of San Francisco.

Sears Point Proposals Presented to State Highway Commission

Proposals calling for the reconstruction of Sears Point road and Black Point cutoff were presented to the California Highway Commission in Sacramento last Thursday.

● **Improvement** of the roads, which form a 20-mile route linking Vallejo and Ignacio with U.S. 40, was considered by the board at its meeting.

Study by the State of the proposed project was urged early this year by the San Francisco Chamber of Commerce as a means of relieving the San Francisco-Oakland Bay Bridge of much of its present peak-hour congestion.

Senate Passes Tidelands Bill

A bill renouncing the Federal government's claim to tide and submerged lands was passed by the Senate this week, 44-34.

● **One amendment,** establishing Federal rights to undersea lands beyond the three-mile limit to the edge of the continental shelf, was added to the bill in the Senate.

This amendment will require House concurrence, following which the resolution will go to the President.

The San Francisco Chamber of Commerce, reaffirming a policy established in 1938, actively supported H. J. Res. 225 to renounce the Federal government's claim to tidelands and submerged lands.

Chamber members are urged to wire the President requesting his signature on this bill.

Five-Cent Airmail Rate Sought by S.F. Chamber

Early Senate action to make five cent air mail postage available to business and the general public was sought this week by the San Francisco Chamber of Commerce.

● **The reduced air mail rate** would be made possible by Senate enactment of H.R. 5560 now before the Senate Post Office Committee. The Chamber is urging that the bill be reported out to the floor of the Senate immediately.

Emphasizing the significance of the legislation, George C. Tenney, Aviation Committee chairman, declared that passage of the bill would "bring the cities of the East and West closer together and would stimulate business by speeding mail communication between here and the rest of the United States.

"It is also possible that reduced airmail rates would stimulate the use of airmail to a point where the Post Office would continue to gain substantial profits from its airmail operations."

AMES WIND TUNNEL DEDICATED

Marking the beginning of a new era in aeronautical research, a 12-foot low turbulence wind tunnel was dedicated at Moffett Field last week by the National Advisory Committee for Aeronautics. The dedication highlighted an outstanding program in connection with the First Annual Inspection of the Laboratory by approximately 350 visitors from all parts of the United States, including air transport executives, scientists, aircraft manufacturers and others prominent in the field of aviation. The new tunnel is designed to operate at air speeds up to the speed of sound, the tunnel being unique in providing air flow of negligible turbulence, such as experienced in free-atmosphere flight. Hosts of the inspection tour of aeronautic facilities were John F. Victory, N.A.C.A. secretary, Washington, D.C., and Smith J. De France, engineer-in-charge, Ames Aeronautical Laboratory at Moffett Field.

Procedures in Surplus Property Disposal To Be Told at Meeting

Procedures followed in the disposal of government surplus property will be outlined at a San Francisco Chamber of Commerce meeting 3:00 P.M. Tuesday, July 30, at the P. G. & E. Auditorium, 245 Market Street.

● **Colonel Albert J. Stowe,** Office of Information, War Assets Administration, Washington, D. C., will be present to give a talk on the subject and to lead the discussion during the question and answer period. He will be assisted by several officials from the San Francisco Regional WAA office.

Bay Area NAA Meets Tonight at Martinez

The Bay Area Chapter of the National Aeronautic Association will hold its regular meeting at 7:30 P.M. tonight at Paul's Place, Martinez, according to an announcement by Ivar Akselsen, chapter president.

● **Speaker** will be Frank McKenzie, formerly airways superintendent at San Francisco for Pan American World Airways.

Court Decision in Kennedy Suit Called Significant By Hanlon

The recent decision of the Supreme Court in the suit of Clyde C. Kennedy against Harry D. Ross, San Francisco Controller, is very important in connection with future city contracts for public construction, according to Frank S. Hanlon, chairman, Municipal Conference.

● **In a review of the case,** Hanlon declared that the decision is "so sweeping and explicit that no question should arise again to hold up the preparation of such plans and specifications for public works."

Kennedy was employed by the Director of Public Works to prepare plans, specifications and estimates for the new North Point sewage disposal plant.

Civil Service employees held up the first payment due Kennedy by a suit, contending that all of the work of preparing such plans and specifications should be done in the office of the City Engineer. The contract with Kennedy was in violation of the Civil Service requirements of the charter, they claimed, and was invalid because it was not entered into by the Board of Supervisors.

In its decision, the Supreme Court upheld the authority of the Director of Public Works to enter into such contracts for special professional services. The Court held that: (1) Kennedy and his employees were not subject to Civil Service requirements; (2) that the Board of Supervisors had no control or authority whatever over the letting of such contracts for special services by the Director of Public Works; and (3) that such contracts do not have to be let by a call for bids or by award to the lowest bidder.

June Industrial Expansion....

—By the Chamber's Industrial Department

June 1946 industrial expansion for Northern California and the San Francisco Bay Area totaling $6,712,505 brought the first six months' figures up to $60,122,273, nearly double the $34,898,900 expended during the same period in 1945, according to tabulations by the San Francisco Chamber's Industrial Department.

● **New plants and expansions** for each six month period summarize as follows:

● **San Francisco — 1945**

45 new plants	$ 3,945,000
72 expansions	$ 2,943,150
117 total	$ 6,888,150

● **San Francisco — 1946**

73 new plants	$ 3,468,000
99 expansions	$ 6,667,000
172 total	$10,135,000

● **Bay Area (12 Counties) — 1945**

145 new plants	$17,308,100
131 expansions	$ 7,922,700
276 total	$25,230,800

● **Bay Area — 1946**

340 new plants	$23,265,125
266 expansions	$23,562,015
606 total	$46,827,140

● **Northern California — 1945**

182 new plants	$26,452,400
146 expansions	$ 8,446,500
328 total	$34,898,900

● **Northern California — 1946**

428 new plants	$33,458,325
307 expansions	$26,663,948
735 total	$60,122,273

June 1946 developments summarize as follows:

● **San Francisco**

6 new plants	$ 197,500
17 expansions	$ 969,000
23 total (providing 393 jobs)	$ 1,166,500

● **Bay Area (12 Counties)**

33 new plants	$ 2,589,505
38 expansions	$ 3,195,100
71 total	$ 5,784,605

● **Northern California (48 Counties)**

43 new plants	$ 3,305,905
43 expansions	$ 3,406,600
86 total	$ 6,712,505

(Continued on page 4)

AVIATION DEVELOPMENT

KENNETH R. MacDONALD
Manager
Aviation Department

A Basic Chamber Objective

SAN FRANCISCO'S STRATEGIC LOCATION MAKES IT THE AIR CAPITAL OF THE WEST.

San Francisco business need no longer be "earthbound." The air age is here and the Chamber's Aviation Department devotes all of its effort to keeping this area foremost in the air commerce of the Pacific.

This Department is at all times active in stimulating the building of airports, both for commercial air traffic and for the private flyer; in bringing to this area new factories for production of aircraft and parts; in the development of facilities to service airplanes and to teach flying; and in the effort to constantly keep the community "air minded."

The Chamber's Aviation Department serves as a "spur" to aviation development and as an agency for coordination of plans and action. It concerns itself, on your behalf, with airports, aircraft manufacturing, airline operation, air cargo and air freight, aviation education and service to aviation interests.

The Department also works for the advancement of aviation, on an area-wide basis, through the Bay Area Aviation Committee, of which the Department Manager is Secretary-Treasurer. Headed by Edward V. Mills as Chairman, this Committee is representative of 22 Bay Area Chambers of Commerce, 7 Junior Chambers of Commerce, four of the larger cities, the commercial airlines and each aviation trade association. It acts as an area-wide aviation coordinating group and consultant on area aviation problems.

SERVICES

The Chamber's Aviation Department offers you:

- **A comprehensive** and up-to-date, completely indexed library on aviation.
- **A weekly** Aviation News-Letter to keep you abreast of all developments in local, state and national aviation activities.
- **A Speaker's Bureau** of aviation leaders, all of them qualified to address community and other groups on any phase of aviation.
- **A news** and information service to meet your needs for information or data on specific questions or subjects.
- **Technical assistance** of a committee of specialists in various phases of aviation, ranging from airport development to aviation finance problems.
- **A complete service** in the listing and analysis of legislation (local, state and federal) relating to aviation.

The Aviation Committee . . . .

Air-minded Community Leaders Serve the Bay Area

George C. Tenney, Chairman
R. M. Adamson
Marsden S. Blois
Richard C. Bradley
Belford Brown
J. Roger Deas
Dall De Weese
George Dixon
B. M. Doolin
Carl J. Eastman
William F. Fielder
William E. Gallagher
Arthur C. Jenkins
James Keefe
M. G. Lickteig
James L. Murphy, Jr.
Jerome V. Roscoe
Walter Schlichtmann
G. R. Thornton
Sidney C. Walton
R. F. E. Wiedemann

Airport Expansion Is the First Step

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

EXPORT

5371 PHILIPPINES—Tyy Sales Company, 1048 Narra Street, Manila, wants building materials, foodstuffs, textiles, hardware and general merchandise. Also interested in representations.

5375 HONGKONG—Wu Tung Pak & Company, 24 Wing Kut Street, Hongkong, want metals, hardware, cosmetics, combs, sundry goods, provisions, household goods, buttons, etc.

5383 CHINA—J. M. Beaumont, 6 Haungpei Road. Hankow, wants leather of good quality, hospital equipment and medical supplies, surgical supplies, nylon stockings, cosmetics and perfumes, fountain pen and pencil sets, pharmaceutical products, short wave radios, novelties.

IMPORT

5396 PALESTINE—Julius Neumann, P. O. Box 1569, Tel-Aviv, offers finely cut precious stones, diamonds. Price list at World Trade Department.

5399 MEXICO—Joaquin Hernandez, P. O. Box 5, Alamos, Sonora, offers Mexican jumping beans. Prices at World Trade Department.

5405 ENGLAND—William Jarrett, Hollymount, 96 Mattdam Old Road, Gee Cross, Hyde-Cheshire, offers old English antiques, including silver and antique merchandise, old Sheffield plate, fruit and cake baskets, silver candlesticks, tea trays, coffee and tea sets, Georgian and Victorian period silver and silver plated goods, old cut glass, furniture, etc.

IMPORT-EXPORT

5410 PHILIPPINES—Allied Business Enterprises, P. O. Box 23, Legaspi, Albay, wants theatre films, home movie apparatus, films and supplies, printing and paper supplies, radio receivers, mail order goods, jewelry and novelties, textiles, remnants, second-hand dresses, etc. Offers abaca floor mats, rugs, slippers, shopping bags, straw hats, bags, etc., and "Narra" wood furniture. Interested in representations.

5415 INDIA—Sahijram Sons, Krishna Nivas, New Silk Bazaar, Kalbadevi, Bombay 2, wants rayon, silk and textiles of all kinds. Wants representative here for sale of Indian minerals, seeds, spices, essential oils, carpets, etc.

5418 URUGUAY—Antelier Elysee, Calle Uruguay 795, Montevideo, wants Import-Export connections, representations.

REPRESENTATIONS

5419 CANADA—Eddy Importers, 20 East 46th Avenue, Vancouver, want high quality goods.

5420 STRAITS SETTLEMENTS—Chip Hoe & Company, 38 C Western Road, Penang, want apples, grapes, and oranges.

5426 FRANCE—G. J. Mary, 24 Avenue Pauleani, Nice, wants wood working machinery for small furniture factory.

SURPLUS PROPERTY

The following offerings of surplus property have come to the attention of the Domestic Trade Department:

By the Navy Material Redistribution and Disposal Office, 600 Bryant St.:

- **Sales Catalog B-7-47** until 10:00 A.M., July 30, on miscellaneous machine shop items such as: ball bearings; chill and supporting rings; spacers; stud bolts; spring clips; snubbers; tie rods and universal joints. In new-excellent condition.
- **Sales Catalog B-9-47** until 10:00 A.M., July 30, on miscellaneous socket member T-handles and wrenches of the spanner, spud and Williams varieties. New-excellent condition.
- **Sales Catalog B-10-47** until 10:00 A.M., July 30 on: transom pillows and covers; radio transmitter tables; single sea cabin berths and springs; and telephone booths. New-excellent condition.
- **Sales Catalog B-13-47** until 10:00 A.M., July 31 on miscellaneous electrical equipment including a variety of: boxes; bushings; contact makers; plugs; receptacles; switches; relays; stuffing and terminal tubes.
- **Sales Catalog B-3-47** until 10:00 A.M., July 30 on miscellaneous plumbers' materials such as: ells; flanges; pipe collars; reducers; tees; valves; valve spares, weights and extension stems; washers; and gaskets.
- **Sales Catalog B-5-47** until 10:00 A.M., July 30 on miscellaneous marine equipment such as: brass sleeves and elbows; funnels; orifice plates; anchor shackles; socket fittings; snatch blocks; thimbles; turnbuckles; wire rope; steel wire slings; side hooks; sister hooks; chain and ventilation terminals. New-excellent condition.

June Industrial Expansion

(Continued from page 2)

Wilber & Son with offices at 116 New Montgomery Street, San Francisco, plan expansion of their factory to double capacity. This company manufactures life preservers, sleeping bags, camp cots, air mattresses, et cetera.

Coast Pipe & Suppy Company are increasing their facilities on Bayshore Boulevard opposite Cortland Avenue, San Francisco, by the addition of a 47,000 square foot building. Total expansion will cost approximately $150,000.

The Pacific Can Company, Sacramento, California, plan to erect can manufacturing plant on Fruit Ridge Road between 24th and Western Pacific tracks.

Interbay Lumber Company, Oakland, plan erection of a $250,000 lumber mill on 4 acre site on the estuary near 23rd Avenue and Park Street Bridge.

Basalt Rock Company plan to build two new plants, 1 for $175,000 at Redwood City, and another plant of similar size in Stockton.

Green Rice Milling Company, Woodland, Yolo County, plan construction of steel and concrete rice processing plant to include two silo units for drying purposes to cost approximately $55,000.

Johns-Manville Products Corporation, Pittsburg, California, plan the construction of a new paper mill plant with capacity of 20,000 tons of asbestos and rag felt paper products adjacent to present factory.

Tide Water Associated Oil Company, Avon, Contra Costa County, have been granted CPA permit to erect a $125,000 building for expansion of their facilities.

Sunshine Biscuits, Inc., Oakland, received CPA approval for construction of 110,000 square foot reinforced concrete and steel addition to bakery. Estimated cost is $500,000.

Storitcold Company of Oakland plan construction of $325,000 refrigeration plant at Grant and Reed Streets, Santa Clara.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6400—F. H. R. SALES CORPORATION, 1182 Broadway, New York, New York, would like to act as manufacturers representative for local manufacturers in the metropolitan area of New York.

D-6401—THE HORSTMANN UNIFORM COMPANY, Sixth & Cherry Sts., Philadelphia 6, Pennsylvania, desire a representative to handle their Army, Navy and Marine Corps uniforms in this territory.

D-6402—MR. WILLIAM WINKLER, JR., 1018 Center Street, Little Rock, Arkansas, would like to contact manufacturers who are interested in sales distribution in Arkansas. Special interest in specialty and light industrial fields.

D-6403—MALFORD WEINERT COMPANY, 3405½ Binkley Avenue, Dallas 5, Texas, interested in representing local manufacturers of metal signs and other display equipment. Covers from Florida through Texas to Kansas City, Missouri.

D-6404—ROSEDALE MANUFACTURERS, 1215 Southwest Boulevard, Kansas City 3, Kansas, manufacturers of electric table lamps, lamp shades and wall brackets, out of composition materials, are desirous of obtaining a west coast representative.

D-6405—E. R. T. HOWARD & SON, Hope, Arkansas, looking for a broker or manufacturer's agent to handle their hickory tool handles. Person would call on hardware, auto, railroad and mill supply houses.

Added Trans-Pacific Shipping Services Endorsed by Chamber

Establishment of additional American Trans-Pacific shipping services between the United States and the Orient was endorsed this week by the San Francisco Chamber of Commerce.

- **In taking this action,** the Chamber did not support any particular shipping line making application for this service.

Fifteen American flag lines have filed applications for the establishment of such services. In addition, three lines now operating in the trade have expansion programs. Hearing on these applications has been set by the U.S. Maritime Commission in Washington on August 12.

The Chamber's action was based on the principle that an adequate American Merchant Marine is essential to foreign commerce and national defense; that American flag services should be maintained on all possible foreign trade routes; and that additional American flag services to and from this port are favored when justified by trade conditions and when operated by reliable and qualified American companies.

Swart to Address Foreign Trade Group

R. Emerson Swart, president, American Arbitration Association of New York, will address the regular luncheon meeting of the Foreign Trade Association of the San Francisco Chamber of Commerce, Monday, July 29, at the Fairmont Hotel, it has been announced by William C. Montgomery, president.

- **While in San Francisco,** Swart will hold meetings with the Arbitration Committee and the Committee on Appeals of the Chamber's World Trade Committee.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, August 1, 1946 | Number 31

WASHINGTON NOTES

From Washington Office
San Francisco Chamber of Commerce

• Magnetic Observatory

A new magnetic and seismological observatory will be placed in operation near Fairbanks, Alaska, next year by the U. S. Coast and Geodetic Survey, Department of Commerce.

Funds which will permit starting the work were provided by Congress in a Commerce Appropriation bill for the fiscal year beginning July 1, and a Geodetic Survey officer will reach Fairbanks this summer to choose and test the best site and prepare plans. Included will be buildings to house delicate magnetic instruments, an underground vault for a seismograph, living quarters for a staff of three men and their families, and other necessary facilities.

An alarm system will be attached to the seismograph to sound a warning when the recording needle indicates an earthquake of large magnitude, enabling the observer on duty to immediately make an inspection and, if necessary, issue prompt reports of important quakes, however far distant they may be.

• Motor Vehicles

20,116 motor vehicles of all types were disposed of during June 1946 by the War Assets Administration. Trucks led the disposal list with 11,795, of which veterans bought 8,745; federal agencies acquired 948; local governments, 374; and 1,715 were purchased by qualified dealers.

Most of the activity in the sale of jeeps occurred in disposals to servicemen who bought 4,529 out of a total offering of 4,545. Other disposal figures reported in the WAA automotive division breakdown included 366 motorcycles and 1,942 trailers. The June sales were slightly below that of May sales, which totalled approximately 24,000 vehicles of all types.

U. S.-Mexican Agricultural Mission Arrives in Bay Area

A Mexican-United States Agricultural Commission arrives in San Francisco tomorrow for a two-day tour of the Bay Area.

• **Sponsored** by the California Forest & Range Experiment Station, the commission has been making a tour of the state during the past week, visiting experimental stations, dams, national parks, and soil conservation and forest projects.

During their stay in San Francisco, Mexican members of the group will be honor guests at a luncheon at the Palace Hotel, sponsored by the U. S. Section of the Commission, headed by L. A. Wheeler, Chief, Division Foreign Agricultural Relations, U. S. Department of Agriculture.

The Mexican Section is headed by Ing. Alfonso Gonzalez Gallardo, Under-Secretary of Agriculture.

C of C Radio Series Aired Over KQW

The first program in the new series of *Bay Region Business* radio broadcasts was aired last Friday over station KQW at 9:15 p.m.

• **Comments** received at the San Francisco Chamber of Commerce indicate that the first of the Chamber-sponsored series met with general approval.

Based on the premise that business men and consumers are interested in keeping abreast of business trends and information, the program will each week present briefly, concisely and objectively, news of business progress and development in the San Francisco Bay Area.

Last week's broadcast reviewed the results of a survey on San Francisco buyer's strikes conducted by the Retail Merchants Association, and reported on a master airport plan, Bay Area industrial expansion, second bay crossing, and other business news.

A portion of each program will be devoted to a special feature story or report of importance to business and consumer listeners.

The program is written and voiced by Len Gross, Manager of the Radio Service Bureau of the Chamber.

AAF Anniversary to Feature Premiere Of Atomic Bomb Films

Premiere showing of the Army Air Forces films of the dropping of the atomic bomb over Bikini lagoon will be the featured attraction of a Whitcomb Hotel dinner, Thursday, August 1, honoring the 39th anniversary of the AAF, according to an announcement by Brayton Wilbur, president, San Francisco Chamber of Commerce.

• **Jointly sponsored** by the Chamber's Aviation Committee and the Civil Air Patrol, the anniversary dinner will be attended by civic, business, and aviation leaders of the Bay Area.

Major General Willis H. Hale, Commanding General of the Fourth Air Force, will speak on "Air Power Is Peace Power." General Hale was the wartime leader of the 7th Air Force in the Pacific.

The atom bomb films will be flown to San Francisco from Wright Field, Ohio, as soon as processing is completed.

Fourth Air Force headquarters at Hamilton Field announced that as a special feature of the anniversary a California air parade would leave March Field, Riverside, August 1, and fly over Los Angeles, San Francisco, Oakland and Sacramento. The air parade will consist of jet propelled P-80's, P-51 fighters, P-61 night fighters and B-29 and B-25 bombers.

Need for Elimination of Tunnel Driving Hazard Reported

Elimination of a serious driving hazard in the Park-Presidio Boulevard tunnel on 19th Avenue because of the darkness within the tunnel is urgently needed, according to a report given before the San Francisco Chamber's Traffic and Highway Committee this week.

• **Progress** in the construction of the Bayshore Freeway was also disclosed at the meeting. According to the report, three units of the Freeway are currently under construction on the Peninsula. These comprise one overpass and two road jobs between South San Francisco and San Mateo in the airport section between South San Francisco and Broadway. Plans to advertise the projects are almost completed, it was announced.

"BAY REGION BUSINESS" on the air—Friday, 9:15 P.M.—KQW

Bank of America Will Open Branches in Shanghai, Manila

Bank of America has announced that it will open branches in Shanghai and Manila, making it the first Pacific Coast banking house to open facilities in the Far East.

• **The branches** will be established under authority recently received from the Federal Reserve System.

In announcing his company's expansion to the Far East, President L. M. Giannini said, "There is a general agreement that much of the future growth of our Pacific Coast rests upon the development of trade with the Far East. This contemplated extension of actual banking operations to the Orient is one further step in Bank of America's plans to foster such international trade."

The opening dates of the bank's Far Eastern offices will be announced later.

S. F. Market Data Sent To Western Chambers

Information on San Francisco's Fall Market Weeks has been distributed to 125 chambers of commerce throughout the West by the San Francisco Chamber's Domestic Trade Department.

• **This service** was inaugurated with a view toward assuring large attendance at San Francisco market showings of retailers from other western states.

San Francisco's Fall Market opens August 4th with the Western Gift, Housewares and Toy Show, which continues through August 8th. The Western Home Goods Market will run from August 5th through 10th, and will be followed by the Toiletries Show which will be held August 18th through 23rd.

American Exporter Editor To Address Foreign Trade Group

Stuart B. Tinsley, managing editor, *American Exporter*, will address the regular luncheon meeting of the Foreign Trade Association of the San Francisco Chamber of Commerce, Monday, August 5, it has been announced by William L. Montgomery, Association president.

• **Active** in the promotion of American foreign trade for the past 20 years, Tinsley has been associated with *American Exporter* since 1934. He has been managing editor of the publication for the past eight years.

A native Californian, Tinsley spent his early life in the Bay Area.

Hold-the-Line Price Pledge Effective, Say S. F. Retailers

San Francisco retail merchants report that as a result of their pledge to the public to hold the line on prices, there has been little evidence of buyers' strikes in San Francisco, according to a report released today by D. P. Street, managing director, Retail Merchants Association, San Francisco Chamber of Commerce.

• **"On the contrary,"** said Street, "those merchants who immediately pledged themselves to hold the line and to seek no additional profits, who promised to sell the goods in stock without any advance in prices, say that their customers are expressing their satisfaction with this type of merchandising.

"The first impact of increased prices when OPA went out of existence came naturally in the food field," Street declared. "It was explained many times that meat, butter, and a number of commodities must immediately increase because of the removal of subsidies. This was not altogether understood by the mass of consumers, and there have naturally been complaints over the prices of the higher grades of meat, of the high price of butter, and of such other commodities as were supported by subsidies.

"On the other hand," Street continued, "the prices of staple goods have remained constant, and there has been no cause for complaint on the part of the consumer. Retail sales in San Francisco have not made the gains they had made during the first six months of the year. Some merchants attribute this to lack of goods. Outside of the food field it was normally expected by experienced merchants that the public would become more conscious of price and quality. The shopper knew that the old rule of competition would come into play with controls removed, and so became more choosy in buying general merchandise. There was the expectation that more and better goods might soon come into the market, and the thrifty housewife decided to put off her purchases until the market settled down."

Retailers, generally, according to Street, are expressing no opinion of the present bill which proposes to restore modified price control. "They do not know," he declared, "how far it will go or what its effect will be until the new OPA has announced the extent of its control. However, as far as the present situation in San Francisco can be gauged, the buying public is expressing no marked or general signs of discontent with return to free competition."

Another present factor in the situation, Street reported, is that current prices cover a much wider range than normally existed between different types of stores or stores of different localities. "For instance," he said, "it has been reported that butter has sold in San Francisco at 80c to $1.00 a pound. In normal times no such spread was possible. The customer walked out of the dollar a pound store and went to the 80c a pound store. This was the rule of competition which leveled off prices."

Commenting on the rumors of food speculation, Street said that reports coming in from other centers indicate that a number of food speculators saw an opportunity to jump into the market and gain some control over food supplies. "These other markets are reporting now that the speculators are dumping their supplies into the market at a loss because they found there would be no run-away inflation," he said. "In San Francisco there has so far been no report of speculation in the foods that are distributed through this center. The egg and butter markets have continued to operate on the basis that has governed their regular procedure."

C of C Aviation Head Commended in Recent Aviation Publication

Kenneth R. MacDonald, manager, Aviation Department, San Francisco Chamber of Commerce, has been commended by *Aviation Magazine* for his advice to servicemen and women interested in entering the aviation field.

• **MacDonald's advice** is contained in an article, entitled "Soldier Beware," appearing in the July issue of the aviation publication.

Comments the magazine's editor, "Ken MacDonald, manager of the San Francisco Chamber of Commerce Aviation Department, has, we think, done both the industry and countless ex-servicemen a signal service by preparing the feature article which we present on pages 39-41. For in it he gives some very sage advice to all those young men and women back from the war who plan on 'going into aviation'. He doesn't deny the many opportunities the industry offers, but he does point out the many expensive pitfalls—points them out so clearly that the article is just as valuable for those already in the business."

Construction Underway at Columbia's Pittsburg Mill

Construction of Columbia Steel Company's new $25,000,000 cold reduction steel sheet and tinplate mill at Pittsburg, California, is proceeding on schedule, according to an announcement by William A. Ross, Columbia Steel president.

• **Preliminary grading** has already been completed, he reported, and the pouring of concrete foundations is scheduled to start within the next few days. Work is also progressing on the laying of 80,000 lineal feet of pipe, ranging from 36-inch sewers to 1-inch gas and air lines.

Actual erection of building is expected to start in September. When completed next year the mill, which will be located in the center of Columbia's present 400-acre plant, will be capable of producing approximately 500,000 tons of steel sheets and tinplate. This will mark the first time cold reduced sheets and tinplate have been manufactured on the West Coast.

MARKET EXPANSION

CARROLL SNYKER
Manager
Domestic Trade Department

A Major Chamber Job

SAN FRANCISCO IS THE MARKET CENTER OF THE WEST.

This city is the center of a Western market of sixteen million customers who make San Francisco business of major importance.

That this market is growing in importance is shown by the fact that the population trend is surging westward. Thousands of new customers are pouring into the San Francisco Bay Area.

To keep business strong in this city and its trading area by special service to buyers and sellers is the continuing job of the Domestic Trade Department of the San Francisco Chamber of Commerce. Its facilities help you to get more customers through aggressive market promotion.

SERVICES

These are the aids to you in doing business in the Western market:

- **Assistance** to veterans in establishing businesses.
- **Aid** to local manufacturers in securing distribution of their products in other territories.
- **Aid** to local manufacturers' agents in obtaining lines for representation.
- **Preparation** of market analyses for present and prospective new distributive establishments.
- **Advice** on procedure and available items to persons interested in securing surplus materials.

INFORMATION

- **A commodity file** containing 125,000 San Francisco manufactured and distributed items is maintained.
- **Data** on sources of supply for specific items, names of local agents for products made elsewhere is available.

PUBLIC RELATIONS

- **Good neighbor tours** to key points in trade area.
- **Market weeks,** shows, special events.
- **Contact and service** to other Chambers in the trade area is provided.

SPECIAL AIDS

- **Lists** and surveys on request.
- **Publication** of San Francisco Manufacturers' Directory, Directory of Frozen Food Processors in Northern California, Directory of Large Manufacturers and other special directories.

The Domestic Trade Committee...

Business Leaders Work for Business Progress

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The Western Market is Growing

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

EXPORT

5456 HAWAII—K. Tokuuke, P.O. Box 1240, Honolulu, wants to import venetian blinds.

5459 INDIA—Chimanlal Patel and Company, Mehta Building, Medows Street, Fort, Bombay, No. 1, are exporters, importers and manufacturers agents, for textiles, leather goods, sewing machine equipment, chemicals, starches, workshop and factory machinery. They are in a position to export seeds, spices, gun Karaya, talcum powder, oils and minerals, etc.

5462 PALESTINE—"Mercaz-Haor," P.O. Box 1329, Tel-Aviv, wants leather for gloves, belts, bags and shoes; also contact manufacturers of tools and equipment for making listed articles.

5458 CHINA—S. D. Chow, X 4 Lane No 209, North Shanse Road, Shanghai, wants to do business with manufacturing exporters of chemicals, fresh fruits, daylight lamps, radios, dried squids, shark fins and sundries.

5460 INDIA—T. Zabludowski, 12 Mot Mahal, Churchgate Reclamation, Bombay, wants to export animal intestines, dried or salted, carpets, soft cottons, woolens, etc., also they wish to import plastic and rubber products. Would consider representing manufacturers.

5461 JAVA—Toko "Lam Jang", Delimaweg 22, Batavia, wants to import toothbrushes.

IMPORT

5478 CHINA—Union Lace and Embroidery Syndicate, 128 Museum Road, Room 431-433, Shanghai, has embroidery, hair nets, and silks, ready for shipment. Will send price list upon request.

5481 IRAQ—Jwaideh & Dangour, 111/9 Al Mustansir Street, Baghdad, are offering for export, carpets, tobacco, dried fruits, etc.

5482 TUNIS—Dillemuth, OY, P.O. Box 295, Tukkulike, Helsinki, Suomi, have for export: clothes pins, shoe lasts, hay rakes, spoons of all kinds, axes, hammers, chisels, stone sledgehammers, and all handles made of wood; other wooden articles. Can furnish them in large quantities.

5479 INDIA—The Overseas Oriental Trading Company, Padhan Street, Nagina, U.P., are exporters and manufacturers of engraved and colored fancy brassware, Indian arts, crockery, chinaware, novelties and art collections. Complete list available at World Trade Dept.

5484 DENMARK—Arne Base, Stensballe, has children's wooden toys, ceramic, sandstone and chinaware.

EXPORT-IMPORT

5505 HAWAII—Waikiki Orchid Shop, Corner McCully and Kalakua Avenue, Hawaii, offers orchids, all types, also will act as representative or agent for American products.

5511 INDO-CHINA—Siege Social Et Bureux, 137-139 Boulevard de la Somme, Saigon, informs that he is interested in the exchange of merchandise mutually with firms here. The exchange of currency is practically impossible at this time, but he suggests that raw materials and other products from Indo-China be exchanged for American goods. He has to offer: pepper, skins, hides and horns, cinnamon, tea, nutmeg, tapioca, cloves, fish-bladders, tanning bark, camphor, curios, embroidered silks, table cloths, etc. More details on this firm in the World Trade Department.

5516 SIAM—Anthon Panich Company, Ltd., Bankok, are general manufacturers and importers-exporters, both wholesale and retail. They wish to import machinery, hardware and building material, electric equipment and firearms; have to offer: tin ore, antimony, hides and skins, resin, rubber, kapok, cotton, sesame seeds, pepper, copra, timber, salt, rice, cocoanut oil, gems such as zircons, etc.

5506 PHILIPPINES—American Merchandise Company, Inc., 1027-29 Vergara, Quiapo, Manila, are importers and exporters of general merchandise and wish to do business with firms here.

5508 HONGKONG—Great China Finance & Development Corp., Hongkong, want to import chemicals, machinery, cotton and woolen goods, dyes, consumers' goods, fertilizer, foodstuffs; are in a position to export tung oil and other essential oils.

5519 BELGIUM—Paul Stevens and Company, Compte Cheques Postaux 149937, Antwerp, are interested in all kinds of goods, especially chemicals and raw materials. In general any article from the raw material to the finished product is desired.

REPRESENTATION

5535 SOUTH AFRICA—Pentagon Agencies, 49a Saint George's Street, Cape Town, will act as agent or representative of American made products.

5537 SWITZERLAND—Edmond Mottier, Cheques Postaux 1.8052, Geneva, wants representation for fresh fruits, such as apples, pears, and oranges.

5541 FRANCE—Roger Louriou, 277, Rue de Vellerville, Paris 9, is desirous of representing American firms in France, familiar with tool industry and allied branches. Also able to act as buyer for American firms. Correspondence may be in English, French or German.

5538 CZECHOSLOVAKIA—Paraminta Works, 51 Barthouova, Prague II, is interested in representation of pharmaceutical products.

WAA Export Division Established in S. F.

Establishment of an export division at San Francisco has been announced by the War Assets Administration.

● **Director of the division** is R. L. Bearden, who has been engaged in foreign trade in Latin America for more than 20 years and until recently in San Francisco. Offices are located at 1161 Market Street.

Regional offices have also been opened in Boston, San Antonio and Houston, and similar offices are expected to open soon in New Orleans and Seattle.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6406—C. H. JONES & COMPANY, 1708 Houston Avenue, Houston 10, Texas, would like to represent local manufacturers of pumps, heaters, heat exchangers or other mechanical items in the Houston trade area.

D-6407—D. W. ONAN & SONS, 39 to 51 Royalston Avenue, Minneapolis 5, Minnesota, looking for mechanical and electrical service station to handle replacement parts and servicing on Onan equipment. Manufacture electric generating sets—engine drive, 350 to 35,000 watts in both alternating and direct current. Also commercial and marine engines from ¾ to 15 H.P.

D-6408—PRITCHER ASSOCIATES, 15 Pembroke Avenue, Providence 8, Rhode Island, interested to act on a brokerage basis covering Rhode Island, Massachusetts and Connecticut for local packers.

D-6409—MR. JOSEF LEYROS, Minniect, Akron 11, Ohio, looking for a distributor to handle their door mats.

D-6410—MR. HARRY M. OSERS, 110 W. 34th Street, New York 1, New York, seeking a salesman familiar with the millinery trade to handle his millinery trimmings and headwear accessories.

D-6411—UNITED DISTRIBUTORS, 2011 Third Avenue S., Minneapolis, Minnesota, looking for a distributor for their lubrication tablets. Offer exclusive territories.

D-6412—MR. R. V. VAUGHAN, 11015 W. Collina Avenue, Portland 1, Oregon, interested in representing local manufacturers in Washington and Oregon. Calls on wholesale and retail industrial firms.

D-6413—SIMPLEX SPECIALTY COMPANY, 672 So. Oakland Avenue, Pasadena 5, California, looking for a representative to handle their labor-saving and knitting and weaving improving devices.

D-6414—MR. C. W. GRACIER, 5580 N. Federal, Denver, Colorado, would like to represent local manufacturers of builders and general hardware in the Denver area.

WANTED: Navy Veterans

Every Thursday Night at 8:00 P.M. the United States Naval Reserve meets at California Hall, Polk and Eddy. Vacancies with pay and cruise privileges for officers and men exist in the new Divisions that are now organizing. Publicity thru Company bulletins is requested.

"America United" Program Time Expanded at Station KPO

"America United," a weekly radio series sponsored by major labor, agricultural and business groups in the nation, has been extended from 15 minutes to a half hour, according to an announcement from station KPO in San Francisco.

● **The program** is heard each Sunday at 9:00 p. m. over the NBC network.

Featuring discussions of common problems and mutual objectives, the programs are jointly sponsored by the AFL, CIO, National Grange, American Farm Bureau Federation and the United States Chamber of Commerce. Broadcast time is donated by the network as a public service.

Each participating organization develops its own programs relating to national issues and purposes.

New Guidebook Issued By Californians, Inc.

A new guidebook of San Francisco and central and northern California has been issued recently by Californians, Inc.

● **Purpose of the book** is to increase tourist trade by encouraging the average tourist visiting California to spend more time in the central and northern regions of the state.

Copies of the book, which is the first advertised community literature for which a charge is made, may be obtained by sending 10c to Californians, Inc., 703 Market Street, San Francisco 3.

MANAGEMENT EXECUTIVE LEAVING FOR SOUTH AMERICA

Mr. H. J. McPeak, formerly assistant regional director, South American Division, General Motors Corporation, will be leaving for South America to establish headquarters in Bogota. He will remain there two years and his time will permit serving any California manufacturers or exporters in preparing market surveys for them and their products, locating agents or distributors, etc. Mr. McPeak is thoroughly familiar with all of Latin America and his field is management engineering. He may be reached at 533-25th Avenue, San Francisco, and by telephone at Evergreen 6448.

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Bay Region Business

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General Business Activity

Thumb Nail Sketch: by the Research Department

• TREND

General business activity in San Francisco during the first half of 1946 continued its upward trend, attaining a new level 3.7 per cent above the same period last year, according to our index. At the same time several activities are climbing toward new all-time highs for the full year.

Financial transactions for the first six months based on the bank debits in San Francisco totaled $11,174,440,000 or $700,000,000 above 1945, while shares traded on the San Francisco Stock Exchange for the same period totaled $8,826,785, and more than doubled last year's six months total; the market value of $133,720,479 was up more than one-half.

Real estate sales in San Francisco, numbering 11,633 and valued at $142,920,217, have averaged better than $23,000,000 per month during the first half of the year, with April sales of $26,000,000 setting a new monthly top, and are well along the road to establishing the highest annual total ever made in San Francisco. Building permits of 4,392, valued at $25,651,723 for the six months, made gains of 74 per cent in number and 285 per cent in value above last year, and the number of dwelling units provided for amounted to 1,694, or 63.7 per cent above last year.

Retail department sales average for six months is at the highest level ever experienced in San Francisco for a similar period and 17.8 per cent above last year. San Francisco Airport traffic likewise is establishing new highs, with 25,203 planes in and out of San Francisco and 367,454 passengers on and off during the first six months, or an increase of 71.1 per cent and 96.9 per cent respectively over last year. Tourists' and settlers' inquiries were more than double those for a similar period last year. San Francisco world trade for the first four months of 1946 (latest available) revealed exports up 18.7 per cent in value and imports 33.2 per cent.

Only a few of the items with a direct tie-in to the abnormal activities of a year ago failed to show any improvement over the first half year.

• MANUFACTURING INDUSTRIES

The number of production workers in the San Francisco-Oakland Industrial Area advanced to 117,500 in June, from 112,300 in May, compared to 188,200 in June last year and 83,200 in June 1940, according to the State Department of Industrial Relations. The durable goods group accounted for 61,800 of the June total, and the non-durable goods group for 55,700. The manufacturing industries reporting the most improvement in employment in June, compared to last June, included meat products, apparel (particularly women's and children's outer clothing), paper and allied products, printing and publishing, leather and leather products, stone clay and glass products, tin cans and tinware, and automobiles and automotive equipment. The industries reporting less employment included food and kindred products, tobacco manufacturing, rubber products, furniture and wood products, transportation equipment (except automotive), non-ferrous metal products, electrical machinery and equipment, and machinery other than electrical.

Payrolls for production workers in June were a little more than half those of June a year ago, but were two and one-third times June 1940 level. June average weekly earnings amounted to $51.18, compared to $51.62 in May, and $61.79 last June. The average hourly earnings amounted to $1.329 in June against $1.309 in May and $1.340 in June of last year. The average hours worked per week in June totaled 38.5, compared to 39.4 in May and 45.8 last June. Payrolls in the non-manufacturing industries during June compared to a year ago were up 22.9 per cent in retail trade, 14.9 in wholesale trade, and 13 per cent in hotels.

Industrial development and expansion reported during the first six months by our Chamber for the twelve bay counties included 606 projects with outlays of $46,827,140, compared to 276 projects with outlays of $25,230,800 in the same period last year, while the total for Northern California included 735 projects with expenditures of $60,122,273.

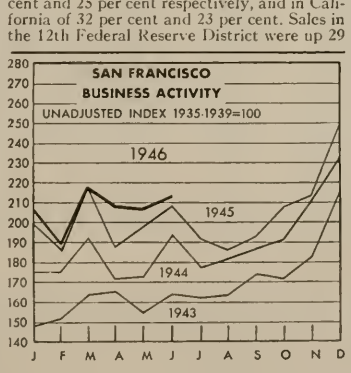
• WHOLESALE TRADE

Wholesale trade on the Pacific Coast during May was 19 per cent above May last year, and the five months cumulative was up 17 per cent compared to a national gain of 20 per cent and 22 per cent, respectively. Among some 19 items reported, industrial supply sales was the only line with sales below last May, while the other items gained from 2 per cent to 60 per cent during the same period.

The five lines showing the most improvement included confectionerles, 60 per cent; lumber and building materials, 55 per cent; jewelry, 62 per cent; furniture, 50 per cent; and machinery, 42 per cent. Sales for the first five months' period for jewelry were up 48 per cent above a year ago; confectionerles, 45 per cent; meats, 31 per cent; automotive, 29 per cent; and tobacco, 26 per cent.

• RETAIL TRADE

June retail department store sales in the San Francisco-Oakland Metropolitan Area topped those of a year ago by 23 per cent, and the cumulative was up 18 per cent, compared to increases in the Central Valley of 28 per cent and 25 per cent respectively, and in California of 32 per cent and 23 per cent. Sales in the 12th Federal Reserve District were up 29 per cent and 22 per cent, respectively. Retail sales based on reports from 661 independent stores in San Francisco during May (latest available) were 25 per cent over May last year with 5 months' cumulative up 14 per cent; sales in Oakland rose 23 and 14 per cent and in Los Angeles 23 and 22 per cent.



San Francisco independent retail store sales for the five months' cumulative, compared to the same period last year by groups, showed increases as follows: Food up 11 per cent, drug stores 5 per cent, apparel 12 per cent, jewelry 18 per cent, automotive 61 per cent, furniture and household 31 per cent, and lumber and building hardware 15 per cent. Eating and drinking places combined reported a loss of 1 per cent, but the restaurants, cafeterias and lunch places reported sales gains of 3 per cent for the cumulative period.

• EMPLOYMENT

The San Francisco office of United States Employment Service reported the applicant contact load for June amounted to 38,517, compared to 40,636 in May. Veteran contact accounted for 36 per cent of all the persons contacting the local office during June, compared to 44 per cent in May. Little relief for the labor market is anticipated from high school graduates this year, as more than 90 per cent of those graduating in San Francisco and Oakland, according to a sample survey, plan to continue their educations. The demand for personnel in San Francisco has risen steadily during the past 3 months from 6,057 in April to 8,296 in June, and the unfilled openings at the end of the month raised from 5,400 in April to 6,500 in June.

Unfilled openings during the first week of July were reported as follows: professional, technical and managerial 1,042; clerical and sales 3,760; service 434; skilled 578; semi-skilled 446; unskilled 214; totaling 6,474. Many of the government positions which have been hard to fill are now being accepted by applicants as a result of 15 per cent salary increase in Federal Civil Service positions which became effective July 1946. It is also reported typists and clerks openings in the $165-$185 bracket are filled sooner than those in the $140-$165 bracket as are stenographers and secretaries openings in $185-$200 bracket filled sooner than those in $150-$175 bracket. Of the 1,973 openings listed in industrial offices at the end of June, 44 per cent offered 95 cents per hour or better, and 44 per cent paid 74 to 94 cents per hour, and 12 per cent between 50 and 74 cents.

Some listings in San Francisco industrial offices during the closing week of June included opportunities for auto mechanics at $1.62½ and up; cabinet makers $1.37½; painters and carpenters on construction $1.75; machinists $1.51; sewing machine operators (female) 75 cents. The employment outlook in California for the next two or three months is reported highly favorable, according to July 3 estimates made to the Governor jointly by several state departments.

• COST OF LIVING

Living costs or consumer prices in San Francisco during June broke through to higher levels, with a sudden spurt which carried the U. S. Dept. of Labor Index of all items to 137.8, or 2.2 per cent above May and 3.8 per cent above last June.

Food prices in June were 5.4 per cent above last June, clothing 7.1 per cent, house furnishings 1.0 per cent, and miscellaneous 4.2 per cent. However, fuel and electric costs have declined 7.4 per cent during the same period. The six months average of all items is 1.8 per cent above the same period last year.

Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY		JUNE 1946	JUNE 1945	PER CENT CHANGE	6 MONTHS 1946	6 MONTHS 1945	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY							
S. F. C. of C. Index 1935-39 Avg. = 100		212.8	208.6	2.0	207.1	199.8	3.7
CONSTRUCTION PERMITS							
Total	(number)	671	450	49.1	4,392	2,523	74.1
	(value)	2,603,601	1,757,055	48.2	25,651,723	6,669,938	284.6
Residential, New	(number)	230	154	49.4	1,159	758	52.9
	(value)	1,411,200	803,400	75.7	7,604,474	3,919,100	94.0
Dwelling Units	(number)	267	171	56.1	1,694	1,035	63.7
Single-Family Dwellings, New	(number)	193	137	40.9	1,230	481	155.7
	(value)	1,024,200	661,700	54.8	6,928,044	1,916,100	261.6
Non-Residential, New	(number)	9	9	0	190	54	251.9
	(value)	83,848	707,500	88.1	9,378,057	1,188,785	688.9
Additions, Alterations and Repairs	(number)	432	266	109.7	2,649	1,187	123.2
	(value)	1,108,553	214,587	416.6	6,580,982	1,432,761	359.3
REAL ESTATE							
Sales	(number)	1,725	1,300	32.7	11,633	7,799	49.2
	(value)	22,795,658	12,987,845	75.5	142,920,217	83,796,114	70.6
Mortgages and Deeds of Trust	(number)	1,604	1,174	36.6	9,790	16,818	-41.8
	(amount	17,472,267	7,569,977	130.8	100,273,886	46,461,247	115.8
RETAIL DEPARTMENT STORE SALES							
San Francisco	(index)	243	194	25.3	225	191	17.8
FINANCE							
Bank Debits	($000)	1,951,182	1,900,345	2.7	11,174,440	10,476,811	6.7
Bank Clearings	($000)	1,449,889	1,345,714	7.7	8,564,833	7,670,592	11.7
Postal Receipts	($)	1,659,215	4,182,422	-60.3	11,879,381	27,105,018	-56.2
San Francisco Stock Exchange	(no. shares traded)	1,372,429	893,088	53.7	8,826,785	4,316,384	104.5
	(market value)	16,894,037	15,716,180	7.5	133,720,479	87,682,263	52.5
COMMERCIAL FAILURES	(number)	1	0		12	5	140.0
Liabilities	($)	3,122	0		207,664	88,210	135.4
Assets	($)	100	0		189,371	11,035	7060.9
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)							
Employment	(index)	139.8	224.4	-37.7	116.5	249.0	-55.2
Payrolls	(index)	231.5	443.2	-47.8	190.0	484.2	-60.8
NON-MFG. INDUSTRIES (5 Co.'s) (a)							
Laundering, Cleaning, Dyeing	(payroll)	172.2	169.8	1.4	168.5	166.5	1.2
Wholesale Trade	(payroll)	173.2	150.8	14.9	164.9	151.3	9.0
Retail Trade	(payroll)	170.8	139.0	22.9	162.2	137.8	17.7
Hotels	(payroll)	232.5	205.8	13.0	226.4	200.5	12.9
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.		4,674	9,839	-52.5	24,069	66,539	-63.8
Industrial Placements	(number)	3,542	8,757	-59.6	18,500	59,096	-68.7
Commercial Placements	(number)	1,132	1,082	4.6	5,569	7,443	-25.2
TRANSPORTATION							
Freight Car Movements	(number)	22,078	32,788	-32.7	135,672	186,956	-27.4
San Francisco Airport Traffic	(no. planes)	4,663	2,718	71.6	25,203	14,728	71.1
	(no. passengers)	80,829	37,039	118.2	367,454	186,621	96.9
Express Shipments—Rail	(number)	361,712	335,666	7.8	2,327,859	2,017,624	15.4
Air	(number)	15,861	10,299	54.0	102,345	61,935	65.2
Air Mail Loaded	(pounds)	431,817	1,540,311	-72.0	3,884,417	11,111,943	-65.0
WORLD TRADE							
Vessel Arrivals with Cargo	(number)	229	317	-27.8	1,495	1,723	-13.2
	(net registered tons)	1,194,000	1,331,250	-10.3	6,841,063	7,340,178	-6.8
Vessel Departures with Cargo	(number)	257	331	-22.4	1,555	1,788	-13.0
	(net registered tons)	1,132,167	1,422,796	-20.4	6,273,788	7,713,658	-12.2
Exports—Value	(millions of dollars)	18.3(d)	25.5(e)	-28.2	87.1(f)	73.4(g)	18.7
Quantity	(millions of pounds)	443.4(d)	225.8(e)	96.6	1,730.2(f)	696.4(g)	148.4
Imports—Value	(millions of dollars)	8.0(d)	6.8(e)	17.6	26.7(f)	20.0(g)	33.2
Quantity	(millions of pounds)	86.6(d)	58.2(e)	48.8	312.3(f)	278.8(g)	12.0
UTILITIES AND NEW DEVELOPMENTS							
Electric Energy Sales Index	(k.w.hrs.)	171	181	-5.5	185	191	-3.1
Industrial and Commercial Gas Sales	(cu.ft.)	1,067,218,460	1,090,870,000	-2.1	6,508,720,200	6,722,270	-3.2
Water Consumers	(net gain)	104	223	-53.4	1,074	1,268	-15.3
Tourist and Settler Inquiries	(number)	431	258	67.1	1,777	744	138.8
DAIRY RECEIPTS, FRUITS AND VEGETABLES							
Butter	(pounds)	1,349,140	5,473,307	-75.2	5,558,977	28,982,490	-80.8
Cheese	(pounds)	1,015,643	1,404,262	-27.7	7,276,211	8,233,831	-11.6
Eggs	(cases)	89,964	111,093	-19.0	559,471	869,333	-35.6
Poultry, Dressed	(pounds)	781,984	1,462,766	-46.6	8,882,270	10,360,395	-14.3
Fruits and Vegetables	(carlots)	2,503	2,565	-2.4	11,213	11,229	0.0
LIVESTOCK SLAUGHTER (b)	(total number)	176,495	209,284	-15.7	1,244,864	1,204,386	3.4
Cattle	(number)	34,813	44,760	-22.2	243,818	252,852	-3.6
Calves	(number)	10,330	16,393	-37.0	57,658	63,991	-9.9
Sheep and Lambs	(number)	107,749	117,436	-8.2	662,414	696,918	-5.0
Hogs	(number)	23,603	30,695	-23.1	280,974	190,625	47.4
S. F. LIVING COSTS 1935-39 Avg. = 100							
Food	(index)	155.5	147.5	5.4	150.3	146.2	2.8
Clothing	(index)	152.6	142.5	7.1	148.6	142.1	4.6
Rent	(index)	(106.4)	(106.3)		106.4	106.3	
Fuel, Electricity, and Ice (c)	(index)	85.9	92.8	-7.4	88.5	92.6	-4.5
Gas and Electricity	(index)	77.7			81.1		
Other Fuel and Ice	(index)	113.2			113.2		
House Furnishing Goods	(index)	132.0	130.7	1.0	130.8	131.8	-0.8
Miscellaneous	(index)	137.9	132.3	4.2	135.0	132.0	2.3
All Items	(index)	137.8	132.7	3.8	134.5	132.1	1.8

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.
(b) Federal Inspection—San Francisco District.
(c) Gas costs have declined since 1925 and electricity costs since 1921.
(d) April 1946 (latest available).
(e) April 1945.
(f) 4 months cumulative 1946.
(g) 4 months cumulative 1945.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

"Bringing Morality into Government"

A timely message from

Dr. Alfred P. Haake

Industrial Consultant, Economist and Lecturer Serving as Consultant to General Motors

At Luncheon in the Commercial Club

Thursday, August 22, 1946

Sponsored by:

SAN FRANCISCO CHAMBER OF COMMERCE
SAN FRANCISCO COMMERCIAL CLUB

AN FRANCISCO CHAMBER OF COMMERCE
33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at $1.50 each at ncheon honoring DR. ALFRED P. HAAKE, on Thursday, August 2, 1946, in the San Francisco Commercial Club, at 12 noon.
Kindly enclose self-addressed envelope for forwarding tickets.)

(Telephone reservations accepted)

Name .....

HECK NCLOSED *Firm* .....

Address .....

.....

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

★

Price $1.50 per plate
($1.46 plus 4c tax)

East Indies Air Line Urged to Locate Here

Establishment of San Francisco as the West Coast operations base of Royal Netherlands Indies Airlines (KNILM) was sought today by the San Francisco Chamber of Commerce.

• **KNILM,** which plans to fly from Australia to the West Coast, recently announced intention to locate its U. S. base in California.

In a wire to KNILM officials urging location of the company's West Coast base in San Francisco, Chamber President Brayton Wilbur pointed out that this area is the logical terminal point for this operation.

"Facilities in San Francisco," Wilbur declared, "offer unusual advantages justifying economic soundness of basing operations here. The city is now completing a 20-million-dollar airport expansion program which will include adequate facilities for overhaul and maintenance, making the airport the finest in the world. San Francisco is also the center of air transportation on the West Coast."

Emphasizing the excellence of repair and maintenance facilities to be offered by the City's airport, Wilbur cited recent action taken by United Air Lines concentrating repair and maintenance work on all United aircraft at its San Francisco Municipal Airport base.

Revised Sections, Manufacturers Directory Ready for Members

Revised Sections 2, 4, 5 and 6, covering textiles, wood, leather and rubber products in the San Francisco Manufacturers Directory, are now available.

• **Members** of the San Francisco Chamber of Commerce who are interested in obtaining copies of these revised sections can do so by contacting the Chamber's Domestic Trade Department.

C of C Co-sponsors AAF Anniversary Dinner

Commemorating the 39th Anniversary of the Army Air Forces, the San Francisco Chamber of Commerce, in cooperation with the Civil Air Patrol, sponsored an anniversary dinner on August 1, which was attended by civic, business and aviation leaders in the Bay Area.

• **Kenneth R. MacDonald,** manager of the Chamber's Aviation Department, participated in making arrangements for the program, and Harold B. Mills, manager of the Chamber's Public Affairs Department, acted as toastmaster for the dinner.

Mills reviewed the history of the AAF and introduced Major General Willis H. Hale, Commanding General of the Fourth Air Force, who spoke on "Air Power Is Peace Power."

The evening was concluded with the showing of the AAF films of the dropping of the atomic bomb over Bikini.

Inauguration of New Air Service Marked by Community Dinners

Inauguration on August 1 of United Air Lines service between San Francisco and the communities of Stockton, Modesto, Merced and Klamath Falls was commemorated last week at dinners sponsored by United and the chambers of commerce in each of the four communities.

• **To mark the event** the inaugural planes carried gifts of boutonnieres from the San Francisco Chamber of Commerce to be distributed to each person attending the dinners commemorating the new air service.

Accompanying the flowers were letters of greeting from Louis B. Lundborg, general manager of the San Francisco Chamber. Commenting on the significance of the new air service, Lundborg said, "We . . . are as happy as you are about this modern and faster tie between our two communities. Since flowers are so indicative of the spirit and flavor of San Francisco, we felt that in this way we could best send on the first plane our personal good wishes to each of you."

Return flight of the Stockton plane carried 25 pounds of a variety of specialty crops grown in the delta as a gift from the Mayor of Stockton to Mayor Roger D. Lapham.

Congress Approves Disability Benefits Bill

Congressional approval last week of amendments to HR7087 (Social Security Act) gives California $10,662,816 to carry out its program of sickness and disability benefit payments under the Unemployment Insurance Act as amended by the 1945 session of the Legislature.

• **Signing of the bill** advances the date the bill becomes effective from May 1947 to January 1947.

Had Congress not approved the bill, the payments could not have started until next May, at which time a separate fund would have been built up by the state.

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Geneva Freight Rate Reduction Supported At Railroad Hearing

San Francisco Chamber of Commerce testimony supporting Geneva Steel Company's request for reduced freight rates on finished steel from Geneva to San Francisco and other West Coast points was offered at a public hearing of traffic officials of all Mountain-Pacific railroads on July 31.

• **Geneva** is asking for a reduction from 60 cents to 40 cents per 100 pounds on finished steel.

Walter A. Rohde, manager of the Chamber's Transportation Department, argued for the reduction as necessary to the industrial development of the Pacific Coast.

Other arguments in support of the reduction were presented by Governor Maw of Utah, the California Manufacturers Association, Utah Manufacturers Association, chambers of commerce in Salt Lake City, Provo, Seattle, Portland, Los Angeles, San Diego and several Pacific Coast fabricators.

Kaiser Company and Bethlehem Pacific Coast Steel Company requested related reductions on steel and the former also asked for rate reductions on coal and iron ore from Utah to its plant at Fontana, California.

The railroads reserved judgment on these requests. Another meeting was held at Chicago on August 2, at which the eastern steel mills presented views on various freight rate questions.

Buchanan Field Dedicated

Buchanan Field, Contra Costa County's new airport, was dedicated Sunday, August 4, with a full program of activities under the supervision of H. L. Cummings, Chairman, Airport Committee, County Board of Supervisors.

• **Facilities** at the field are open to all private plane owners.

C of C REPRESENTATIVES AT SUPERVISORS' MEETINGS

Attending the Board of Supervisors meeting Monday, July 29, was:
• **E. W. Mason,** member, San Francisco Chamber Board.

San Francisco Chamber Director attending the meeting on August 5 was:
• **Belford Brown.**

Bay Region Business

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WASHINGTON NOTES

From Washington Office
San Francisco Chamber of Commerce

• AERIAL MAPPING

Aerial photographs and topographical maps to be used in determining the topography at dam sites and in making land classifications will be made of 21 areas in the central and northern sections of California. Contracts have already been awarded by the Bureau of Reclamation, Department of Interior.

The specific areas that will be photographed and mapped are in Merced, Yolo-Solano, Eldorado, Butte, Sacramento and Amador, Sonoma and Mendocino Counties, and include separate reservoir sites and adjacent areas, as well as places where geological and other studies are deemed necessary. The maps will be used in preliminary investigations of the areas, and will also be needed in making land classifications, and more detailed surveys of dam sites, reservoir areas, and canal alignments.

According to Commissioner Michael W. Straus of the Bureau of Reclamation, aerial photographic mapping methods reduce the amount of work to be done by ground crews, effecting a considerable saving in time and costs.

• VETERANS' HOUSING

The Federal Housing Administration will work toward a goal of at least $1,000,000,000 of rental housing out of the contemplated $2,000,000,000 of mortgage insurance authorized under the Veterans Emergency Housing Act, according to a statement made by FHA Commissioner Raymond M. Foley.

Stimulation of this amount of new rental housing in a range which veterans can afford will guide the policy of FHA in setting rent ceilings under a new agreement with OPA. Under the agreement with the Office of Price Administration rent ceilings on new construction no longer need be held within 20% of ceiling rents for comparable existing housing. Mr. Foley said this will allow FHA more freedom of action in meeting difficult production problems in high-cost areas but every effort will be made to keep rentals in line with veterans' needs. The top limit of $80 a month for shelter rent still stands under regulations of the Veterans Emergency Housing Program.

In determining the ceiling rent on new projects, FHA will use the same formula whether or not the project is financed through an FHA-insured mortgage, and under that formula the ceiling rent will be based on the necessary current cost of construction including land, costs of management, operation, maintenance, and taxes, as well as debt service and a return on equity investment. A small allowance will be made for vacancies, bad debts, and turnover.

Frank McKee Appointed Head of Chamber's Washington Office

Appointment of Frank McKee as manager of the Washington Office of the San Francisco Chamber of Commerce was announced today by Louis B. Lundborg, general manager of the Chamber.

FRANK McKEE
Washington Office Manager

• **McKee** is at present the assistant general manager of the California State Chamber of Commerce. He will assume his new duties the latter part of this month.

Commenting on the appointment, Lundborg said, "We are pleased to have a man of Mr. McKee's caliber and experience to head our Washington Office. His background and knowledge of chamber of commerce operations should be extremely helpful in handling Washington matters."

Stressing his enthusiasm and interest in the new job, McKee said, "I am deeply aware of the importance of this assignment. It has long been my belief that businessmen should know more of activities in Washington. Government has come to play an increasing part in business affairs. And for that reason it has become increasingly important for businessmen to be informed on the plans and activities of the government."

• **McKee** was born in Albuquerque, New Mexico, and is a graduate of the New Mexico Military Institute.

He joined the staff of the membership department of the State Chamber of Commerce in 1920, after serving as an Army Air Force officer in World War I. From 1925 to 1939 he was director of both the Highways and Aviation departments.

In 1939 McKee was appointed manager of the Central Coast District of the State Chamber. Since January, 1943, he has been assistant general manager of that organization, filling the position vacated by Louis B. Lundborg when Lundborg became general manager of the San Francisco Chamber.

As assistant general manager of the State Chamber, McKee has been responsible for the successful coordination now existing between the six districts of the State Chamber and the headquarters in San Francisco.

As head of the Washington Office of the San Francisco Chamber, McKee will be in charge of services which include work with Congressmen and Congressional Committee staffs, department, bureau and agency officials, assistance to United States Senators and Northern California Congressional Representatives in working on Bay Area problems. The Washington Office works with other western chambers of commerce in furthering the interest of the West in all matters of Federal legislative or administrative action.

Service to members of the Chamber is provided in matters where their interests are affected by the activities in Washington.

Bay Crossing Data Presented at Hearing

Joint Army-Navy Board approval of a second Bay crossing between Alameda County and San Francisco was requested this week by the San Francisco Chamber of Commerce.

• **In a letter to the Board** accompanying data concerning the need for a second crossing, Brayton Wilbur, Chamber president, said, "Provisions for an additional structural crossing . . . are needed in behalf of the peace-time economy and the national defense of the nation.

"The crossing structure and its appurtenances should be located on the San Francisco side between the approaches to the present San Francisco-Oakland Bay Bridge and Hunters Point and on the Alameda County side between the present approaches to the San Francisco-Oakland Bay Bridge and Bay Farm Island.

"The desires of the people of San Francisco . . . and the kinds and volumes of trans-

(Continued on page 4, column 1)

Branch Office Established in S. F. by Oil Well Supply Co.

Establishment of a branch division sales office in San Francisco by Oil Well Supply Company, subsidiary of U. S. Steel Corporation, has been announced by Warner F. Parker, California Division manager of the company.

• **The new office** will service the increasing activity in foreign oil development by California producers and, in addition, will handle the domestic needs of the oil industry in the Northern California and San Francisco Bay areas, according to Parker.

In charge of the new branch division office in San Francisco is Randall D. Stone, formerly manager of the San Joaquin Valley district headquarters at Bakersfield. The San Francisco office will also be the present headquarters of H. L. Freeman, export representative of the company.

S. F. Firm to Build General Mills Plant

Contract for the construction of General Mills' new cereal plant for packaged food products at Lodi, California, has been given to the Utah Construction Company of San Francisco, according to a recent announcement by the company.

• **This new plant at Lodi** will be the fifth packaged food plant owned by General Mills.

Contract for General Mills' new flour plant at Los Angeles was awarded to Bechtel Brothers McCone Company of Los Angeles.

These new plants are part of General Mills' postwar expansion program and will be under the company's Sperry Division which serves the West Coast.

Industrialists To Hear "A" Bomb Report by Admiral Blandy

Prominent officials of the Bay Area's major industries will hear a report on Operations Crossroad by Vice Admiral William H. P. Blandy at a special luncheon to be given in his honor by the Navy Industrial Association at the St. Francis Hotel, August 19.

• **Admiral Blandy,** commander of Joint Task Force Number One, will be en route from Bikini to Washington, D. C.

Arrangements for the talk were made by Charles E. Moore, regional vice president of the association, while aboard the *U. S. S. Tarawa* on her shakedown cruise from San Diego.

• **The admiral,** who directed Tests Able and Baker, is expected to discuss how the atom bomb will affect the design of naval vessels and equipment.

A few tickets are being reserved for officials of firms not affiliated with the Navy Industrial Association. These may be obtained by calling Mrs. Jarman, Moore Machinery Company, TUxedo 6000.

S. F. Bay Area Exports, Imports Lead West Coast During April

The San Francisco-Oakland Customs District led the entire Pacific Coast in exports and imports handled during April, 1946, it was reported today by the San Francisco Chamber of Commerce.

• **The report,** issued by the Chamber's World Trade Department, is based on figures released by the Bureau of the Census of the United States Department of Commerce.

Bay Area exports were valued at $18,304,000, or 36 per cent of the total shipments from five Pacific Coast customs districts. Exports at other customs districts for April 1946 were: Portland, $11,536,000; Seattle, $9,916,000; Los Angeles, $9,143,000; and San Diego, $1,952,000.

Reflecting increased industrial activity, Bay Area imports increased 41 per cent over March. Value of imports in the San Francisco-Oakland Customs District was $8,070,000; Los Angeles $5,328,000; Seattle, $4,170,000; Portland, $1,297,000; and San Diego, $817,000.

• **On the basis of tonnage volume,** the Bay Area's export tonnage in April, 1946, totaling 443,400,000 pounds, was slightly under the Los Angeles total of 456,900,000 pounds, but the per ton value of Bay Area exports was almost twice as great as that of Los Angeles.

Tonnage shipments from other Pacific Coast ports were as follows: Portland, 236,800,000 pounds; Seattle, 176,400,000 pounds; and San Diego, 58,700,000 pounds.

Import volume was heaviest at Seattle, with the Washington Customs District reporting 177,800,000 pounds; San Francisco, 86,600,000 pounds; Los Angeles, 44,300,000 pounds; San Diego, 18,600,000 pounds; and Portland, 10,500,000 pounds.

G. E. Expansion in Bay Area to Double Prewar Employment

Expansion plans of General Electric Company will mean eventual employment for approximately 2,100 people in the Bay Area, according to Ralph J. Cordiner, vice president of G. E.

• **Outlining G. E.'s expansion program** for this region, Cordiner said that this figure will more than double the prewar level and will considerably exceed the wartime peak.

"The largest single group increase to swell the total to the 2,100 figure will be factory employees," said Cordiner. "Factory payrolls will be three times the prewar employment in the Bay Area and will be the big factor in causing over-all employment to double."

General Electric will manufacture Flamenol insulated wire and cable for industry, as well as Formex magnet wire in their Oakland plant. Integration of the company's total west coast apparatus manufacture will be centered in the Bay Area when the Oakland cable plant and the projected San Jose plant are completed.

Said Cordiner, "General Electric has faith in the continued and inevitable growth of the West, and my company hopes to contribute a share in that expansion. We recognize the Pacific Coast as a very vital part of the United States, and we are proud of the fact that G.E. is to be one of the largest employers in the west. We hope to continue to increase our western employment as the area's industry expands."

Market Week Attendance Breaks Fall Market Records

Attendance at this year's Fall Market Week broke all attendance records for fall markets held in San Francisco, according to Frank K. Runyan, president of the Western Merchandise Mart, and a member of the Chamber's Board of Directors.

• **Runyan** said that 6,000 buyers attended manufacturers' showings last week. Twenty-nine states were represented, in addition to buyers from Alaska, China, France, British Columbia, South Africa and the Philippine Islands.

Carl J. Eastman, chairman of the Chamber's Domestic Trade Committee, was guest speaker at the Gift, Housewares and Toy Dinner, one of the many special events held during Fall Market Week.

Berkeleyan to Head Western Aviation Meet

Weldon Vance, manager, Industrial Department, Berkeley Chamber of Commerce, will head the 1946 Western Aviation Conference.

• **Sponsored** by western chambers of commerce, the National Aeronautic Association and western aviation groups, the meeting this year is to be held in Reno, September 22-24, with registration and pre-conference events scheduled for Sunday, September 22.

Plans have been formulated for an aviation program embracing panel discussions on vital aviation problems and addresses by nationally prominent aviation leaders.

INDUSTRIAL PROGRESS

A Year Round Chamber Program...

G. L. FOX
Manager
Industrial Department

For many factories the San Francisco Bay Region is the best location to make things better for more people at less cost.

Your business depends on the economic welfare of San Francisco. Industrial growth is one of the major factors contributing to the city's economic welfare and the objective of the Chamber's Industrial Department.

Under the Chamber's action program, aggressive work is constantly conducted not only to expand present factories, but also to attract new industries and branch plants to the Bay Area in order to bring manufacturing facilities closer to Western markets.

More factories and more jobs mean more business for you.

THESE INDUSTRIAL COMMITTEES SERVE YOU

A. H. MEYER, Advisory Committee Chairman

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David Bemoff
Charles A. Block
W. M. Chipman
Milton Dorman
Herbert Eloesser
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SERVICES

- **Development** of new industries.
- **Special studies,** surveys, analyses relative to material availability, market trends, etc.
- **Specific programs** in regard to apparel and textiles, electronics, iron and steel, non-ferrous metals, plastics, sites and buildings and other industries.
- **Stimulation of mining** and enhancement of San Francisco as world mining industry headquarters.

POSTWAR PROBLEMS

- **Help in problems** of labor supply, housing shortage, warehouse space, material availability, office accommodations.
- **Liaison** with federal agencies.

INFORMATION

- **Information and data** on industrial resources, factories, water supply, investment opportunities, other subjects.
- **Reports** on new industries in Bay Area.
- **Market analyses** and freight rate structures.
- **Clearing house** for inquiries on equipment, supplies, materials.
- **Publication** of basic and other reports on subjects related to manufacturing operations.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6415—GENERAL WHOLESALE DISTRIBUTORS OF CHICAGO, 1435-37 So. Halsted Street, Chicago 7, Illinois, would like to represent local manufacturers of hard line toys and wheel goods on a national distribution or certain territory basis.

D-6416—MR. GRANT YELLAND, 1259 E. Grand Blvd., Detroit 11, Michigan, interested in representing local manufacturers in the Michigan area.

D-6417—THE RAYMOND CORPORATION, 412 Republic Building, Cleveland 15, Ohio, desire a manufacturer's agent or jobber to handle their machine tool accessories. Sold to manufacturing plants.

D-6418—MARLIN ASSOCIATES, 2401 Main Street, Dallas 1, Texas, would like to represent local manufacturers of electrical and mechanical appliances, fans, evaporative coolers and fluorescent lighting fixtures in Texas, Oklahoma, Louisiana, Arkansas and New Mexico.

D-6419—CONVERTEX CORPORATION, 288 Main Street, Metuchen, New Jersey, looking for a jobber or distributor to handle their latex bathing caps and other products.

D-6420—MR. HERMAN LESSIN, 2139 N. Franklin Street, Philadelphia 22, Penn., interested in representing San Francisco manufacturers of toys, novelties, specialties, women's sportwear and allied lines in the metropolitan Philadelphia area.

D-6421—J. F. MARULLO & COMPANY, 805½ Franklin Avenue, Houston, Texas, would like to find a distributor for California to handle their imported willow baskets.

D-6422—THE MANBROOK COMPANY, 277 Broadway, New York 7, New York, would like to represent local manufacturers of stationery and gift items in New York, New Jersey and Pennsylvania.

D-6423—PACKER MACHINERY COMPANY, 30 Irving Place, New York 3, New York, looking for a representative to handle their semi-automatic, vacuum type, liquid filling machine. Prompt delivery.

D-6424—MR. J. ROBERT HOTTEL, 123 Morningside Dr., Trenton, 8, New Jersey, is interested in opening an agency here for local manufacturers.

D-6425—ATEX SALES COMPANY, 1305 Enid Street, Houston 9, Texas, would like to represent local manufacturers of refinery and industrial products, steel, castings, motors, precision tubes, industrial trucks, casters, tacks, bolts, nuts, screws and special electrical equipment in the states of Texas, Louisiana, Mississippi, Arkansas and Oklahoma.

D-6426—WARDY'S MARKET, 524 W. Missouri Street, El Paso, Texas, looking for a distributor for their imported shredded cocoanut. Sold in 55 lb. cases at 48c per pound, f.o.b. El Paso.

D-6427—UNIQUE ENGINEERING SALES, 201 South Superior, DePere, Wisconsin, would like to contact a jobber or representative to handle their garden, lawn and resort furniture. Also interested in contacting toy and novelty jobbers, as well as electrical and hardware jobbers as have other items to offer.

D-6428—WESTERN MARKETING CORPORATION, White-Henry-Stuart Building, Seattle 1, Washington, is prepared to render a full marketing service in the Pacific Northwest for manufacturers of this area. Act as sales agents, brokers or distributors.

D-6429—DOLLS OF HOLLYWOOD, INC., 5456 Santa Monica Boulevard, Hollywood 27, California, looking for a representative in this area to call on department stores, toy stores, infants shops, etc., in Northern California.

D-6430—G. K. KAHN & COMPANY, 535 Medical Arts Building, Seattle 1, Washington, importers of European and Far Western goods would like to get in touch with a representative in the San Francisco territory.

Bay Crossing Hearing

(Continued from page 1)

bay traffic to be accommodated require that the desired structure and its appurtenances should accommodate passenger and freight motor vehicles and main line railroad trains."

Testimony on behalf of the second Bay crossing was presented to the Board Tuesday by President Wilbur and G. L. Fox, manager of the Chamber's Industrial Department, who prepared a comprehensive report including maps, charts and photographs illustrating the need for a second crossing.

General Motors Consultant to Speak Here August 22

Dr. Alfred P. Haake, industrial consultant, economist and lecturer who is currently serving as consultant to General Motors Corporation, will be guest speaker at a luncheon sponsored by the San Francisco Chamber of Commerce and Commercial Club, Thursday, August 22, in the club's dining room, the Chamber announced today.

• **"Bringing Morality into Government"** will be the subject of Haake's speech.

Born in Chicago, Dr. Haake attended the University of Wisconsin. Later, he became a professor of economics and head of the economics department at Rutgers College.

From 1923 to 1925 he was head of the Bureau of Industrial Economics and adviser to large advertisers in Detroit and neighboring cities. In 1928, Dr. Haake became managing director of the National Association of Furniture Manufacturers.

He was author of a model code for the NRA and was consultant to the Resettlement Administration under Dr. Rex Tugwell. Later, he became one of the first outspoken opponents of the NRA.

Dr. Haake has been Mayor of Park Ridge, Illinois, since April 1945. He is a trustee of the National Small Business Men's Association, a member of the advisory committee of Spiritual Mobilization and a former member of the Labor Board panel in Chicago. Dr. Haake is a member of the Rotary Club, the Executives Club, and the City Club of Chicago.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

EXPORT

5551 COLOMBIA—Rafael Piedrahita & Cia., Ltda., Medellin, was in San Francisco and is now touring the United States to contact business men. He is interested in exporting to Colombia: Construction materials, steel, hardware, cement, galvanized sheet and pipe, etc. This firm has been established 30 years and offers references. Address all offers to Mr. Piedrahita, c/o Colombian Consulate, New York City.

5454 CHINA—Northern China Trading Corporation, 20 Oxford Place, Lin Sun Road, Tientsin, wants rubber tires, hospital and allied products, gasoline, lubricating oils, pharmaceutical products, hardware, dyes, soaps, cigarettes, cloth, toothpaste, shirts, saccharin, penicillin, and plastic products. Dr. J. C. Chu is now with the Shell Chemical Corporation, Martinez, California, or may be contacted at the Travelers Hotel, Martinez.

5558 AUSTRALIA—A. J. Berryman, Manufacturing Manager of the Holeproof Ltd., of Brunswick, Victoria, Australia, is in San Francisco to contact business men who are interested in exporting textiles and hosiery. Anyone interested in doing business with him may write him in care of address shown.

U. N. Headquarters Campaign Intensified by Chamber Group

"The San Francisco Bay Area is redoubling efforts to be headquarters for the United Nations and is working in full unity to win it."

• **That is the declaration today** of Walter A. Haas, chairman of a San Francisco Chamber of Commerce committee which has been working on this assignment since before the United Nations Conference held here in April, 1945.

Belford Brown, member of the Board of Directors and treasurer of the San Francisco Chamber of Commerce, is being sent to New York City by the Chamber to survey the situation and make contacts relative to securing the United Nations headquarters for San Francisco. Brown left this morning for New York.

Expansion of the Chamber's committee to include more representatives from the other Bay Area counties was announced by Haas as he disclosed that advice has been received that indicates this area still has "some chance."

• **New members of the committee** are: Mrs. Iona Booth, Contra Costa County Development Association; Harold D. Weber, Oakland Chamber of Commerce; Matt Graham, Marin County Association of Chambers of Commerce; T. J. Hallinan, San Mateo County; and Russell Pettit, San Jose Chamber of Commerce.

It was explained that although the situation now is officially that the U.N. is considering Westchester-Fairfield sites in Connecticut and New York, nevertheless New York has offered Flushing Meadows, so the scheduled September meeting of the U.N. Assembly may reconsider San Francisco Bay Area as a site.

Data on specific sites is being prepared for submission to the Assembly.

A meeting in the San Francisco Chamber headquarters Friday of representatives from counties surrounding the Bay with the Chamber's committee, resulted in decisive action to work together for location of the headquarters in this area. Specific site data will be prepared by the counties themselves with assistance of a technical sub-committee headed by Chamber Director Carl J. Eastman, vice president of N. W. Ayer & Son.

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Bay Region Business

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• SURPLUS PATENTS

The War Assets Administration has offered for sale the government's limited interest in 71 automotive patents.

The patents, declared surplus by the War Department, will be sold in one unit to the highest qualified bidder, subject to approval by the Department of Justice. They relate to motor trucks and other vehicles embodying multi-drive axle units.

WAA will accept sealed bids until October 15, 1946. All bids will be carefully analyzed, and no sale will be made which will be detrimental to the public interest.

• WAA APPOINTMENTS

Six War Assets zone administrators to represent Administrator Robert M. Littlejohn in the field have been announced. They will be responsible for supervising the 33 regional offices on matters which heretofore have been the concern of the Administrator, and will be the personal representatives of Administrator Littlejohn in dealings with the regional directors which previously required Headquarters action to expedite surplus disposal programs.

The zone headquarters will be located at San Francisco (covering San Francisco, Seattle, Helena, Salt Lake City, Spokane, Portland, and Los Angeles), Philadelphia, Atlanta, Chicago, Kansas City, and Dallas.

• SURPLUS CERTIFICATES

Urgency certificates will no longer be issued or renewed for surplus items listed in the War Assets Administration Veterans' set-aside list. However, all outstanding certificates will remain valid until their expiration dates.

An urgency certificate gives a buyer first preference for WAA surplus property unless CPA directs otherwise. The conditions under which such certificates may be issued are outlined in an amendment to Direction 16 to Priorities Regulation 13.

• CAST IRON PIPE

Production of cast iron soil pipe, the "most critically short of all building materials," according to NHA Expediter Wilson Wyatt, is expected to rise sharply as a result of Premium Payments Regulation No. 8, issued August 7, 1946. NHA officials stated that the plan, together with recent increases in allocations of pig iron to the industry, is designed to expand production of cast iron soil pipe, fittings and accessories by 50 per cent—approximately 180,000 tons—during the 11-month life of the regulation. An immediate production increase of 20 per cent is expected.

The regulation is effective as of August 1, 1946 and will continue in operation through June 30, 1947. Application for quotas under the plan will be made on forms obtainable at any RFC Loan Agency.

Chamber General Manager and Emissary in N. Y. on U. N. Mission

Two officials of the San Francisco Chamber of Commerce arrived in New York Monday to investigate the San Francisco Bay Area's chances of having the United Nations headquarters in this region.

• **Louis B. Lundborg**, general manager of the San Francisco Chamber, and Belford Brown, Chamber treasurer and special emissary, arrived in the eastern city from Washington, D. C. and immediately laid plans for an aggressive campaign to bring the United Nations Organization to the Bay Area.

Reporting to the Chamber by telephone, Lundborg said that the Washington conferences were "very successful and encouraging, although of course it is impossible to divulge the confidential information we have been given. We do feel, however, that San Francisco is still in the running, and although we don't know exactly how good our chances are, we intend to wage an aggressive campaign as long as there is any possibility of the San Francisco Bay Area being chosen as the permanent site."

"A stem-winding sales campaign is what we need now," commented Lundborg, "and we're going into action on every front where we think we can promote the idea of the Bay Area as U.N. headquarters."

• **Lundborg** explained in his call from Washington that his trip there and the mission of Belford Brown, Chamber treasurer and member of the board, is "the other side of our campaign—the side concerned with selling officials and delegates."

Lundborg called attention to the editorial appearing in the Washington Post on August 19 which says in part: "The mistake in choosing the crowded hinterland of this country's largest city for the United Nations headquarters is becoming more and more apparent. It still is not too late to take advantage of the manifold inducements presented by San Francisco as a permanent home. The entire question we believe should be re-examined by the General Assembly. Delegates should at least have a chance to express their preferences in the light of new developments. To allow the United Nations to be forced into an unhappy compromise would be an evasion of this country's responsibility as host."

In the meantime plans for a possible area-wide Day of Pledge and Rededication to Ideals of the United Nations with a Civic Auditorium demonstration on September 25, were revealed by Walter A. Haas, chairman, United Nations Headquarters Committee, San Francisco Chamber of Commerce.

• **Haas** has appointed Robert Gros, advertising and publicity manager of Pacific Gas & Electric Company, to head a committee to study plans for organization of the demonstration.

Purpose of the demonstration is to rededicate the city to ideals of the United Nations, whose General Assembly will be reconvening in New York at that time, and to offer concrete evidence of San Francisco's desire to have the United Nations settle in the Bay Area.

Attempts will be made to line up as speakers such nationally prominent personalities as possibly General Dwight D. Eisenhower, Herbert Hoover, and singer John Charles Thomas, Clark Gable and James Stewart.

• **At the same time,** details on sites are being worked out specifically and such matters as price, availability, willingness of present owners of the sites to sell are being reduced to black and white. This data will be offered to the U. N.

"We are now engaged in working out the details of what we are prepared to do for the United Nations, in the way of sites," Lundborg said, "and at the same time are sounding out officials on what their requirements will be. That is the major purpose of Brown and myself on this trip—scouting out facts, and selling the Bay Area as a possible site."

West Coast Shippers Oppose Percentage Freight Rate Increase

Shippers in the eleven western states are opposed to the application of the railroads for a 25 per cent increase in freight rates, subject to specified maximums on certain commodities, according to a report by Walter A. Rohde, manager, Transportation Department, San Francisco Chamber of Commerce.

• **Testifying** at a freight rate hearing in Salt Lake City August 12-16, many shippers, while conceding the need of the railroads for additional revenue, told Commissioner Aitchison of the I.C.C. that they wanted a limit or maximum in cents per pounds on their particular commodities to preserve as much as possible the competitive relationship with shippers who are located closer to eastern markets.

"Pacific Coast shippers are, in the main, a long distance both from their sources of supply and their markets," said Rohde, who represented the Chamber at the hearing, "and consequently have to pay higher rates than their short haul competitors. A percentage increase means that the disparity would be widened. Certain shippers of low grade commodities felt that they were also not in a position to absorb further freight rate increases."

The Chamber's position, which will be amplified later in brief or oral agreement, is similar to that of Pacific Coast shippers.

Gates Appointed to C of C Aviation Group

Appointment of Milo T. Gates as a member of the Aviation Committee of the San Francisco Chamber of Commerce was announced today by Chairman George C. Tenney.

• **Gates** is Pacific Coast Manager of Crowell-Collier Publishing Company.

Cancellation!

The scheduled luncheon with Dr. Alfred P. Haake on Thursday, Aug. 22, has been cancelled.

Stewart Named Head, Junior Foreign Trade Association

John L. Stewart, export manager, Baxter Trading Company, has been elected president of the Junior Foreign Trade Association of the San Francisco Chamber of Commerce.

• **Newly-elected vice president** is Allen H. Eber, traffic manager, Polak, Winters & Company. John J. Mulvehill, Jr., American President Lines, will serve as secretary, and John J. Buckley, American President Lines, treasurer of the Association.

Elected to the Board of Directors, in addition to the officers, were: Lyford M. Morris; Florian T. Frank, Joe Wagstaff, John A. Liautaud, and Kenneth E. Macfarlan.

C of C Program Lauded

Recognition of the program carried on by the San Francisco Chamber of Commerce is contained in a bulletin sent to members of the Golden Gate Exchange Club of San Francisco.

Comments the editor, ". . . the Chamber of Commerce is gaining national recognition for the outstanding services it is rendering and the all around excellence of its public relations program."

Research Division Established by American Shipping Federation

A Division of Research and Statistics will be established by the National Federation of American Shipping, effective Sept. 1, to meet problems of reconversion of American Merchant Marine from Government to private ownership, according to an announcement by Almon E. Roth, Federation president.

• **The division** is expected to provide the industry with its requirements for research and statistics, Roth said, in order to formulate sound shipping policies with which to meet increasing competition from foreign shipping lines and other forms of domestic transportation.

The division will also develop many facts and information concerning the operation of the nation's new Merchant Marine and its importance to the national economy, according to Roth.

James A. McCullough will be director of the new division.

Harbor Day Observance Begins August 24; Marine Exhibit Opens

Firms and organizations active in the Bay Area marine industry are displaying the latest innovations in shipping industry equipment and supplies at a marine exhibit being held in San Francisco's Ferry Building this week.

• **The exposition** serves as a prelude to observance of San Francisco's 17th annual Harbor Day.

The industrial display, sponsored by the Junior Chamber of Commerce, is open to the public without charge.

Attendance this year is expected to exceed that of last year when 65,000 visitors viewed the exhibit.

Displays of radar and loran, radio transmitting equipment, cargo gear and tackle, and models of post-war deluxe ocean liners are being exhibited, as well as a color replica of the proposed San Francisco World Trade Center.

$2,000,000 Expansion Announced for S. F. Fishing Industry

Bids for a $2,000,000 expansion and modernization of San Francisco's fishing industry facilities will be called for soon, according to an announcement by the Board of State Harbor Commissioners.

• **The war-delayed project** has been approved by the Board and Chief Engineer Frank G. White has been instructed to complete all details of the plan immediately.

Site of the project is the area which lies between Fisherman's Wharf and Aquatic Park.

Aviation Leaders Welcome Bay Area Helicopter Mail Service

Southwest Airways' proposal to offer helicopter mail and express service to the San Francisco Bay Area was hailed today by George C. Tenney, chairman, Aviation Committee, San Francisco Chamber of Commerce, as "further evidence of the ever increasing importance of the Bay Area in the rapidly developing air transportation picture."

• **"San Francisco** has become without question the air terminal of the Pacific so far as transportation of passengers and commodities by air is concerned," Tenney declared, "and it is only logical that Southwest would want its helicopter routes to radiate from San Francisco as the hub of the service."

Edward V. Mills, chairman of the Bay Area Aviation Committee, pointed out that Southwest's helicopter application marks the "potential first use of this type of aircraft in the Bay Area.

"Southwest, already granted permission by the Civil Aeronautics Board to fly a feeder air line route between San Francisco and Medford and between San Francisco and Los Angeles, has been a pioneer in attempting to develop the helicopter as a practical method of air delivery," stated Mills.

"Should the C.A.B. grant Southwest's application," Mills continued, "San Francisco will be the headquarters not only for Southwest's feeder air line service, but for its helicopter mail and express service as well."

Southwest's application with the C.A.B. proposes to offer the Bay Area helicopter mail and express service over three routes. One route would serve San Jose via San Mateo, Redwood City, Palo Alto, Mountain View, Sunnyvale and Santa Clara. Another route would terminate at San Rafael via South San Francisco, San Francisco, Sausalito and Mill Valley. Route Three would connect Vallejo via San Leandro, Alameda, Oakland, Berkeley, Richmond, Martinez and Benicia.

Observance of Parking Laws Urged of Out-of-Town Visitors

An average of 60 accidents per month, resulting in deaths and property damage, are caused by runaway cars on San Francisco's hills.

• **The Police Department** has intensified its efforts to control it by tagging cars whose owners fail to cramp their automobile wheels into the curb when parking on any grade.

Correspondence received by the San Francisco Chamber of Commerce indicates that many out-of-town visitors unfamiliar with the city's parking laws have been receiving tags.

To familiarize visitors with the regulation and the necessity for its enforcement, the Chamber's Domestic Trade Department has sent information to chambers of commerce throughout Northern California for distribution to their members.

Ruling Changed on Sale of Vet Housing

The length of time for which dwelling accommodations built under the Veterans' Emergency Housing Program must be held and publicly offered for sale to veterans of World War II or members of the armed forces has been increased from 30 days to 60 days by the Civilian Production Administration.

• **No change** was made in the 30-day period for which rental dwelling accommodations built under the regulation must be held and publicly offered for rent to veterans and armed forces members.

If the application was approved on or before August 6, 1946 the extension of the sales period does not apply to housing accommodations built under the regulation nor to earlier approvals of original sales by builders and sales by subsequent owners.

Slight Increase in Production of Certain Building Materials

Steady increases have been achieved in the production of a number of critical building materials since the Veterans Emergency Housing Program got underway, it is reported by National Housing Expediter Wilson W. Wyatt.

• **Wyatt** said that recent actions taken by the National Housing Agency and cooperating Governmental agencies are expected to spur production of items lagging behind the general upward trend.

While June lumber figures are not available, May production registered a gain for the fifth successive month and exceeded the 3 billion feet mark for the first time since August 1944.

Other building materials that hit post-war highs in June included clay sewer pipe, structural insulation board, and cedar shingles. Asphalt roofing set an all-time record. Cement, bath tubs, gypsum board and lath, asbestos roofing and siding, and nails also registered gains in June over May.

Despite the continued gain in lumber production, output of two major products—plywood and hardwood flooring—declined in June. Plywood was down 6 per cent from May, while hardwood flooring production dropped 30 per cent.

While nail production in June showed a slight increase over May, it fell short by 1,500 tons of the month's goal.

Maritime Industry Survey Underway

A survey of firms engaged in the maritime industry in the San Francisco Bay Area, relative to plans being considered for the expansion of facilities and service to members of the Marine Exchange, is now underway.

Liquidation of HOLC Investments in California Leads Nation

Depression period investments in California by the Home Owners' Loan Corporation, amounting to about $148,000,000, have been liquidated by more than 88%, according to a report released recently.

• **This rate of liquidation** exceeds the average for the nation as a whole, which is about 79%, the announcement said.

During the fiscal year ended June 30, the Corporation's outstanding loans and other investments in the state were reduced from $26,421,000 to a balance of approximately $17,708,000, through repayments on mortgages.

Wilbur Receives Department of Commerce Advisory Post

Brayton Wilbur, president, San Francisco Chamber of Commerce, has been appointed as one of four advisors for the new trade relations program of the United States Department of Commerce, according to an announcement by Arthur Paul, assistant to the Secretary of Commerce and director of the Office of International Trade.

• **Also named** to advisory posts are: Harold Steele, H. M. Newhall & Company; Stanley Powell, director of foreign sales, California Packing Corporation; and Richard B. Gump, A. & G. Gump Company.

The new program is designed to provide the department with continuing advice and counsel by representative foreign traders, manufacturing exporters and trade groups.

A meeting of Western members is scheduled for early fall on the West Coast, Paul said, to supplement the Export and Import Advisory Committee meetings in Washington.

"It will provide for fuller coverage of the West Coast, which has problems peculiarly its own," Paul stated, "and also will accommodate West Coast members of the regular committee who sometimes find it difficult to come to Washington."

Display of Legion Decorations Urged

Merchants and business firms in San Francisco are urged to display official decorations of the American Legion on their buildings during the Legion convention in this city September 29-October 4.

• **Exclusive representation** to handle the patented and copyrighted emblem or the official "Welcome Legionnaire" Banner has been given a local decoration firm.

• **For information regarding the purchase or rental of official decorations, contact the National Convention Bureau of San Francisco, Room 110, Veterans Building, MA 6600.**

SF-NY Route Inaugurated by Trans Luxury Airlines

Trans Luxury Airlines is now operating between San Francisco and New York via Chicago on a three flights a week schedule.

• **Fares** are the same as those of scheduled carriers. Flights operate out of the San Francisco Municipal Airport.

Edward Tabor is president and Mrs. Virginia White is vice president at San Francisco. Headquarters of the airlines are at the Bellevue Hotel.

Thomas Wolfe Elected to Pan American Post

Election of Thomas Wolfe as vice president in charge of the Pacific-Alaska Division of Pan American World Airways at San Francisco has been announced by Juan T. Trippe, Pan American president.

• **Formerly assistant** to Justin Dart, president of United-Rexall Drug Company, Wolfe at one time was associated with United Air Lines and Western Air Lines, where he served as president for 10 years.

Besides having just completed a book on Air Transportation and Management, Wolfe has been active in the Society of Automotive Engineers where he has served two terms as National Vice Chairman of the Air Transport Section. He also served two years as Vice President of the Air Traffic Conference of America.

Prevention of Insect Infestation Sought

Hawaiian and California crops are being endangered by the rapid introduction by airplane of insects into the Hawaiian Islands and United States, the San Francisco Chamber of Commerce declared today.

• **Since present methods** of eliminating insects applied to airplanes en route to Hawaii have been found inadequate to destroy all of these pests, more effective methods of control are needed, the Chamber maintained.

• **To combat this problem,** the Chamber, through a resolution adopted, is urging the Secretaries of War, Navy and Agriculture to cooperate in carrying out the following six-point program:

1. Request the Army and Navy immediately and rigidly to enforce Public Health Service regulations with regard to application of insecticides on planes en route to Hawaii from points outside these Islands;

2. Request the U. S. Bureau of Entomology and Plant Quarantine to initiate and develop a program which would completely eliminate insects from all planes immediately upon arrival in Hawaii;

3. Request the U. S. Bureau of Entomology and Plant Quarantine to initiate, in cooperation with the Army and Navy, a program to control agricultural pests of economic importance on such outlying islands in which it may be determined desirable and feasible;

4. Request the U. S. Bureau of Entomology and Plant Quarantine to establish, in cooperation with the Army and Navy, stations for insect eradication on the continental United States and certain selected islands to the West and South of Hawaii, for the purpose of eliminating insects from all planes taking off from the continental United States or these Islands previous to their departure therefrom for Hawaii or California;

5. Request that further efforts be made by the proper agency to develop structural design and to devise methods and appliances that will facilitate the destruction of insects which may stow away on airplanes; and

6. Solicit fullest support of all departments of the United States Government in creating and initiating a proper defense against the introduction of dangerous insects into Hawaii and the continental United States.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

EXPORT

5458 CHINA—S. D. Chow, X4, Lane No. 209, North Shanse Road, Shanghai, wants to do business with manufacturing exporters of chemicals, fresh fruits, daylight lamps, radios, dried squids, shark fins and sundries.

5464 SWITZERLAND—J. Ausderau, Schuetzenmattstr. 12, Muenchenstein n. Basle, wants products in the pharmaceutical line.

5470 PUERTO RICO—Soda Fountain & General Supply Company, P.O. Box 1963, San Juan, needs equipment for the manufacture of ice cream and all the necessary machinery for the soda fountain business.

IMPORT

5477 PHILIPPINES—Vincent M. F. Zerda, 311 Samanillo Bldg., Escolta, Manila, offers Philippine handicrafts, rattan shoes, bags, furniture, etc., wall decorations, lumber round or sawn, other oddities, etc.

5479 INDIA—The Overseas Oriental Trading Company, Padhan Street, Nagina, U.P., are exporters and manufacturers of engraved and colored fancy brassware, Indian arts, crockery, chinaware, novelties, and art collections. Complete list available at World Trade Department.

5481 IRAQ—Jwaideh & Dangour, 111/9 Al Mustansir St., Baghdad, are offering carpets, tobacco, dried fruits, etc.

5486 CZECHOSLOVAKIA—A. Sulova, Ruda nad Moravoi, is desirous of exporting beautiful handmade crocheted and embroidered table cloths and table sets, doilies, lace of all types, lace edgings and ladies handmade blouses.

5489 FRANCE—Mala 68, Rue la Fontaine, Limoges, offer fine dishes and jewelry, price list available at World Trade Department.

5491 SPAIN—Bartolome Roca, San Feliu de Guixols, Cataluna, manufactures and exports corks for bottles and cork discs for crown-cork manufacturers.

EXPORT-IMPORT

5506 PHILIPPINES—American Merchandise Co., Inc., 1027-29 Vergara, Quiapo, Manila, are importers and exporters of general merchandise and wish to do business with firms here.

5508 HONGKONG—Great China Finance & Development Corp., Hongkong, wants to import chemicals, machinery, cotton and woolen goods, dyes, consumers goods, fertilizer, foodstuffs, etc.; is in a position to export tung oil and other essential oils.

5509 HONGKONG—Shun Cheong Trading Company, 24 Connaught Road, W., Hongkong, wants dyes, chemicals, drugs, paper products, steel products, foodstuffs, clothing, toilet goods, houseware and other American goods. Interested in representations and agencies. Offers feathers, cassia, oils, ginger, hides, mica, asbestos, manganese, anise, quicksilver.

5516 SIAM—Anthon Panich Company, Ltd., Bangkok, are general manufacturers and importers-exporters both wholesale and retail. Wish to import machinery, hardware, building materials, etc., have to offer: tin ore, antimony, hides and skins, resin, rubber, kapok, cotton sesame, etc.

5519 BELGIUM—Paul Stevens and Company, Compte Cheques Postaux 14937, Antwerp, are interested in all kinds of goods, especially chemicals and raw materials. In general any article from the raw material to the finished product is desired.

REPRESENTATIONS

5533 INDIA—S. Packeer Tamby & Co., 73 Third Cross St., Pettah, Colombo, Ceylon, wish to represent firms of piece goods, hardware, glassware, electrical appliances, clocks, watches, cosmetics, radios, etc.

5535 SOUTH AFRICA—Pentagon Agencies, 49a St. George's Street, Cape Town, will act as agent or representative for American products.

5539 BULGARIA—Ivan G. Batchvaroff, Gabrovo, wants to represent machinery and other technical articles, industrial motors, agricultural and household pumps, etc., all steel and workshop instruments.

5544 CUBA—Severino Landrove, Toro No. 157, Santiago de Cuba, wants to represent a rice and flour mill, also firms dealing in machinery of all kinds, canned goods and hardware in general.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

I never saw his like;
there lives no greater leader.
TENNYSON

A Leader Must Have Someone To Lead

WITHOUT FOLLOWERS, King Arthur or Douglas MacArthur never would have got the attention of Alfred Lord Tennyson or Ernie Pyle.

A leader can create, inspire and direct. But it's the followers who bring home the enemy's shield and the bacon.

That's the way a Chamber of Commerce works. The President, the general manager or executive secretary may make plans, appoint committees, call meetings and preside at them, but it is the committeemen who give life to the plans and meaning to the meetings.

Maybe you're a general. If so, the Chamber of Commerce in your community can give you a general's work to do. But if you're a lieutenant, a corporal or a private, your Chamber can use your talents equally well.

The above message is No. 2 of a series sponsored in leading publications by the Chamber of Commerce of the United States.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• ALIEN PROPERTY

As required by Public Law 671 of the 79th Congress, signed by President Truman on August 8, 1946, a permanent deadline for filing of claims for return of seized property has been announced by Alien Property Custodian James E. Markham.

Under an amendment to APC General Order No. 21, notices of claim for return of any property or interest seized by the Alien Property Custodian should be filed within two years from the date of seizure or within two years from August 8, 1946, whichever date is later. Previously the claims deadline had been extended from time to time.

General Order No. 21 as amended does not for the present set any deadline for the filing of debt claims against persons whose property was seized by the Alien Property Custodian. The Order does provide that no bar date prior to December 1, 1946, will be established on this type of claim. Future bar dates on such claims will be established as required by Public Law 671.

• WAR DAMAGES

The Reconstruction Finance Corporation has announced that all claims for free compensation for loss or damage to property in the Territories or possessions of the United States must be presented to the War Damage Corporation before October 16, 1946. Such compensation is allowable only for losses that occurred after December 6, 1941, and before July 1, 1942, as a result of enemy attack. This is not applicable to claims for compensation for losses that occurred in the Philippine Islands, authority for which has been extended to the recently-organized Philippine War Damage Commission.

It is urged by the RFC that all repatriated internees (except permanent residents of Guam) from the Pacific Island Naval bases on Wake, Guam, and other United States possessions, and the widows and next of kin or personal representatives of deceased internees, present their claims to War Damage Corporation's Claims Service Offices as promptly as possible, and not later than October 15, 1946. Such claims may be presented by mail or in person.

The War Damage Corporation's Claims Service Office at 300 Montgomery Street, San Francisco, will furnish all necessary information and forms, and will render assistance to claimants in the preparation of claims.

Bay Area Exports Break Port Record During May; Lead Coast

San Francisco-Oakland Customs District exports showed a gain during May of 85 per cent over April, it was reported today by the San Francisco Chamber of Commerce.

• **The report,** issued by the Chamber's World Trade Department, is based on figures released by the Bureau of the Census of the United States Department of Commerce.

The value of exports from the Northern California Customs District increased from $18,000,000 in April to $34,000,000 in May, the largest monthly figure in the history of the port. This was due primarily to greatly increased shipments of food and tobacco products, the Chamber said.

Exports from the San Francisco-Oakland Customs District accounted for 53.7 per cent of the total shipments from five Pacific Coast customs districts. Exports at other customs districts during May were: Washington, $10,431,000; Los Angeles, $8,882,000; Oregon, $7,941,000; and San Diego, $1,954,000.

The District's imports led the Pacific

(Continued on page 4, column 1)

Coordination of Waste Disposal Policies Is Now Underway

Coordination of waste disposal agencies and policies as the result of a San Francisco Chamber of Commerce recommendation to the State Government was seen today as an official committee began work on policies and procedures.

• **In a letter** addressed to Governor Earl Warren, the Chamber had recommended the formulation of waste disposal policies which would: (1) coordinate the activities of state agencies concerned with sewage and waste disposal, conservation of waters, and use of waters as a source of supply; (2) recognize the desirability of making provisions for industrial operations; and (3) establish a realistic and constructive program for the correction of abusive waste disposal practices which are adversely affecting the value of surface and underground waters, wild life and recreational opportunities in California.

As a result of these recommendations, the Governor called a conference of representatives of state agencies concerned with sewage disposal problems. A working committee consisting of representatives of the State Department of Public Health, Division of Water Resources and Division of Fish and Game was set up to formulate waste disposal policies and procedures.

As activities progress and policies are formulated, they will be made available through the San Francisco Chamber of Commerce for consideration and suggestions by industry representatives before adoption.

Bay Area Campaign for U. N. Site Continuing

Expressing optimism that the question of a United Nations headquarters site will be reopened at the September 23rd meeting of the U. N. General Assembly, Louis B. Lundborg, general manager, San Francisco Chamber of Commerce, returned home Monday from an eastern trip during which he worked with Belford Brown, Chamber representative, on efforts to sell the San Francisco Bay Area as site of U. N. headquarters.

• **While information from unofficial sources** indicates that chances of the case being reopened are good, Lundborg said, the Bay Area's chances of getting the U. N. headquarters look like a "long shot."

"As long as there is a chance, however, we intend to continue our sales campaign back east," Lundborg declared. "That is why Belford Brown, the Chamber's emissary, is remaining in the east. He is also gathering more information as to the requirements of the U. N. site."

While many delegates are very friendly toward San Francisco, Lundborg said, there are many odds against this area. "New York City is doing a great deal to promote the Flushing Meadows site, which means that the Bay Area will have a tough fight," he declared. "San Francisco and the Area must be prepared to match New York on sites and facilities and to put forth time and money. The U. N. officials will need extensive cooperation from the people of the community selected and we must be prepared to offer it."

"BAY REGION BUSINESS" on the air—Friday, 9:15 P.M.—KQW

July Industrial Expansion....

—By the Chamber's Industrial Department

Over $32,000,000 will be invested in Northern California industrial developments announced for July, 1946, by the San Francisco Chamber's Industrial Department. This development represents 48 expansions costing $25,973,750 and 59 new ventures estimated at $6,683,630.

Comparative figures for July 1945 were 22 expansions at $1,354,200 and 40 new plants costing $3,168,000, for a total of 62 projects with investments of $4,522,200.

- **July 1946** developments summarize as follows:

- **San Francisco:**

11 new plants	$ 394,000
13 expansions	570,500
24 total, providing 178 jobs.	$ 964,500

- **Bay Area** (12 Counties):

45 new plants	$ 6,185,000
38 expansions	25,315,750
83 total	$31,500,750

- **Northern California:**

59 new plants	$ 6,683,630
48 expansions	25,973,750
107 total	$32,657,380

Total Northern California industrial development so far this year (up to August 1) representing $92,779,653, exceeds that of last year for the same period by over $53,000,000. Bay Area figures for this year are as follows: 385 new ventures representing $29,450,125 in outlays, and 304 expansions costing $48,877,765, for a total of 689 projects costing $78,327,890.

Some of the important Bay Area projects announced during July are:

- **Fibreboard Products, Inc.** announced a three year expansion program to cost $24,000,000. Largest of the company's expansion projects will be erection of two machine board mill and converting plant two miles east of Antioch.

- **Blakes of Berkeley** purchased 8 acre site at Davis, Yolo County, and will erect a $3,000,000 plant to produce frozen pre-cooked foods.

- **Robert Rohrig, San Jose,** will erect new $35,000 soft drink bottling plant in Santa Clara.

- **Securities Parachute & Equipment Company,** Hayward, have completed plans for $50,000 steel, brick, and concrete plant to manufacture canvas goods products.

- **Bruehl's Metal Manufacturing Company,** Oakland, will construct a 5,200 square foot tool and die shop.

- **Shasta Pump Company,** Oakland, has awarded contract for construction of $50,000 factory building near Alameda Airport.

- **Universal Container Corporation,** South San Francisco, has been granted permit to construct new 16,000 square foot manufacturing plant on Railroad Avenue.

- **Freuhauf Trailer Company** purchased large site and will erect $175,000 trailer manufacturing plant on Davis Highway west of Sacramento.

Tax Recommendations Made to Senate Group

The San Francisco Chamber of Commerce through Leland M. Kaiser, chairman of the Chamber's Tax Committee, made the following tax recommendations before a hearing of the California Senate Interim Committee on State and Local Taxation on Tuesday, August 27:

- **Assessed Valuations:** "The Chamber recommends that, with the exception of infrequent general reappraisals of the whole assessment roll undertaken by a State agency, the responsibility for valuations should remain with the local assessors."

- **Tax Rate Limitation:** "The Chamber is opposed to tax rate limitations, on the basis that economy should be achieved by citizens' watchfulness and not by an arbitrary limitation of the tax rate. Tax rate limits have contributed toward the multiplication of a bewildering maze of special districts in this State and have encouraged the funding of expenditures that might better have been raised from current taxation. If the limits are restrictive, the municipal plant is too often allowed to deteriorate and short-sighted economies are made at the expense of the future, while less essential expenditures are made whose discontinuance or curtailment would provoke emphatic protests from affected groups. Finally, such limits can be circumvented by manipulation of the assessment roll."

Exemptions: "The Chamber is opposed to the general principle of exemption of property from taxation. To the extent that tax-exempt properties require the services of local government, a correspondingly greater burden is placed upon the remaining real estate. As exemptions increase, the property tax pyramids on that segment of the population owning taxable real estate. Assuming that the owners of property enjoying tax exemption are morally entitled to it, it is still unfair to place the burden of the exemption upon the owners of the remaining property. Realizing that adoption of such a proposal will place a substantial additional load upon the State, the Chamber nevertheless believes that most tax exemptions provided under the Constitution of the State should be borne directly by the State in the form of refunds to local government."

Mission Merchants Hear Talk by Chamber Industrial Head

G. L. Fox, manager, Industrial Department, San Francisco Chamber of Commerce, addressed a meeting of the Mission Street Merchants Association, Thursday evening, August 22.

- **"What's Ahead Industrially"** was the subject of Fox's speech.

Foreign Trade Groups to Hold Joint Meeting

The Foreign Trade Association of the San Francisco Chamber of Commerce and the Junior Foreign Trade Association will hold a joint dinner meeting at El Jardin Restaurant, Wednesday, September 4.

- **Frank P. Foisie,** president, Waterfront Employers' Association, will address the meeting.

American Radiator Corporation to Build Plumbing Supply Plant

American Radiator and Standard Sanitary Corporation has acquired a five and one-half acre site in Richmond for the construction of a new plumbing supply plant, according to an announcement by the Industrial Department of the Richmond Chamber of Commerce.

- **The new plant** will cost an estimated three and one-half million dollars and will employ over one thousand persons. It will be situated on property which was owned by the Parr-Richmond Terminal Corporation, across the street from the Richmond Enameling Plant, also owned by American Radiator.

The two plants will produce a completely different line of goods but will operate as one unit, known as the Richmond Works. They will be under the management of Howard I. Detro.

The new factory will be used to manufacture brass goods for use in plumbing, and will become a major factor in the plumbing supply industry on the Pacific Coast, according to Pere Woodcock, manager of the Industrial Department of the Richmond Chamber.

- **Construction** will begin as soon as possible. Although plans for the building have not been completely worked out, it is expected to cover approximately 200,000 square feet. The factory is expected to be in production in 1947.

American Radiator and Standard Sanitary Corporation at present have two plants in Richmond, manufacturing enamel ware and pottery products.

G. L. Fox, manager of the Industrial Department of the San Francisco Chamber of Commerce, commenting on the announcement of the new plant, said: "With these three plants, the Bay Area gets a completely integrated major firm skilled in manufacturing all kinds of plumbing supply materials. They should be of considerable aid in the current housing program."

Fox pointed out that the plants are ideally located to serve the entire Western market.

H. M. Reed, Jr., Vice-President and General Manager of the manufacturing division of the company, has been on the Pacific Coast for the past week making arrangements for starting the erection of the factory.

New Ruling Changes Markup on Exports

Markups on commodities for export may now be determined on the basis of an exporter's individual pricing experience rather than the average charged by the export trade, according to a new regulation announced last week by the Office of Price Administration.

- **Of particular interest** to merchant exporters is the provision which limits to a 5 per cent markup all commodities except grains, oils and sugar and other products specified in the regulation, which are purchased from a wholesaler, jobber or purchaser from a U. S. Government surplus disposal agency.

Specific markups for other specified commodities are covered in provisions of the regulation which is available for study in the World Trade Department of the San Francisco Chamber of Commerce.

PUBLIC AFFAIRS

HAROLD B. MILLS
Manager
Public Affairs Dept.

The Chamber Plays a Leading Role

As a liaison between the Chamber's membership and the city government, the Public Affairs Department affords you the services of a representative in municipal legislation and affairs.

Municipal improvements are also the concern of this department. Through its work toward the modernization of transportation facilities and improvement of street and parking facilities, the Public Affairs Department is helping to give you a better city in which to live and conduct your business.

SERVICES

- **Contact** with city government, city officials and the Board of Supervisors.
- **Assignment** of speakers to appear before local or Bay Area groups by request.
- **Contact** with civic and service organizations.
- **Presentation** of nationally known personalities at monthly membership luncheons.
- **Consistent cooperation** with the U. S. Navy in an effort to maintain San Francisco's position as the outstanding West Coast naval base.
- **Liaison** and cooperation with military establishments in Bay Area.
- **Consideration and study** of local traffic and highway, transportation and transit problems with a view to improvement.
- **Investigation and studies** of various means of spanning the Bay with a view toward determining the method which offers the greatest advantages to the entire Bay Area.
- **Assistance** to and cooperation with the Veterans Service and Information Center in aiding veterans.
- **Activities** aimed at bringing the permanent headquarters of the United Nations to the Bay Area.

These Civic Committees Work for You . . .

Traffic and Highway
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Harold D. Weber

Good Government . . . the Key to Progress

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITORS

AUSTRALIA—Mr. P. G. Goldstein, representing the Rightwear Shoe Company, Ltd., Sydney, Australia, arrived in San Francisco this week to make connections with San Francisco firms dealing in shoes. Mr. Goldstein is also acting as agent for an Australian manufacturer of Australian-made tweeds and would like to get in touch with interested purchasers.

ARGENTINA—Mr. Berry F. Banks of the firm Albermar, Argentina, will arrive in San Francisco shortly to make connections with firms interested in fine ladies' shoes, gloves, vanity cases, handbags and men's belts, manufactured by his company. He is also offering paints, oils, varnishes, linseed oil, white neuter oil, castor oil and stand oil, traveling luggage, food products, diamonds, etc. His firm also wishes to obtain distribution for Argentina of American products such as plastics, wire and iron, machinery for the shoe industry, flaxseed crushers, textiles, safety pins, chemicals, etc.

COLOMBIA—Mr. Guillermo Cabo Olozaga, Gladstone Hotel, 114 East 52nd Street, New York, is visiting the United States for Colombia and would like to make connections with manufacturers and exporters of heavy chemicals, mainly potash and sodium bichromates. He plans to include San Francisco in his itinerary, but in the meantime may be reached at the above New York address.

EL SALVADOR—Mr. John S. Nixon, Aptdo 384, San Salvador, is in San Francisco to make connections with firms dealing in all types of paper and paper products, rayon piece goods, rayon and cotton yarn, hardware, sanitary ware, leather, tires, canned meats and fisb, etc. Mr. Nixon will purchase on own account or represent American firms. He was formerly associated with the Export Department of Crown Willamette Paper Co. in San Francisco. References given upon request. Will be in San Francisco area until first part of September. May be reached in Oakland at 2603 Rawson Street, ANdover 2352.

EXPORT

5565 CANADA—Allen Engineering Company, Limited, P.O. Box 311, Hamilton, Ontario, wants electrical equipment.

5569 NEW ZEALAND—Spedding Limited, Commerce Building, Auckland, wants plywood and veneers, plaster wallboard or plaster sheets suitable for interior wall lining.

5576 CHINA—Fong Tai & Co., Ltd., P.O. Box 257, Shanghai, want air-conditioning, icemaking and refrigerating plants.

5585 INDIA—M. Mehra & Company, Clocktower, Amritsar, wants fulgar perversum.

5594 ITALY—Giacinto Minasso, Corso Verona 40, Torino, wants chemicals, lead, paints and varnishes; interested in representations for northern parts of Italy.

IMPORT

5625 CEYLON—M. J. Hasheem, York Street, Fort, Colombo, offers semi-precious stones, including Ceylon moonstones.

5631 HOLLAND—Industrial & Trading Company, Jacques Hertz Limited, G. W. Burgerplein 1, Rotterdam, offers caraway seed, blue poppy seed, rape seed, mustard seed.

5636 FRANCE—Raoul Balet, 61 rue Desse, Bordeaux (Gironde), offers food products, cocoanut fibre baskets, filtering disks made of human hair, wall paper, liqueurs, perfumes, corks, soap, etc.

BAY AREA EXPORTS

(Continued from page 1)

Coast in value with a total of $6,473,000. Imports at other customs districts were as follows: Los Angeles, $5,600,000; Washington, $4,775,000; Oregon, $1,091,000; and San Diego, $866,000.

On the basis of export tonnage volume, the San Francisco-Oakland Customs District led the Pacific Coast with a total of 518,200,000 pounds. Tonnage shipments from other Pacific Coast ports were: Los Angeles, 384,500,000 pounds; Washington, 167,000,000 pounds; Oregon, 115,100,000 pounds; and San Diego, 45,200,000 pounds.

Import volume continued heaviest at Washington, which reported a total of 224,100,000 pounds. Los Angeles followed with 60,300,000 pounds; San Francisco, 55,800,000 pounds; San Diego, 17,900,000 pounds; and Oregon, 5,800,000 pounds.

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Quarterly Food License Applications Asked

Exporters are requested to submit *two* blanket license applications per quarter on their orders for *each* food item (listed under the processing code of Food), according to advice received this week by the Chamber's Washington Office from the Food Division of the Office of International Trade.

- **One application** should be submitted at the beginning of a quarter and the second should be sent in around the middle of the second month of the quarter.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6431—MECO INC., 1618 N. Vancouver Avenue, Portland 12, Oregon, seeking a distributor in this area to handle their "drive-it" tool. Call on plumbing, heating and electrical contractors.

D-6432—STENCIL-ART PUBLISHING COMPANY, P. O. Box 23, Bedford, Ohio, looking for a manufacturer's agent to cover the Western District, for their stencil-art book. Call on department stores, book stores, gift and hobby shops.

D-6433—ED. WEAVER PRODUCTS COMPANY, 726 Atlantic Avenue, P.O. Box 805, Long Beach 2, California, would like to act as a jobber for local manufacturers of appliances, housewares, wheel goods, furniture, novelties and sundries. Have display room at above address.

D-6434—CAL-KILN COMPANY, 793 East Fico Boulevard, Los Angeles 21, California, are desirous of a sales representative in this area to handle their ceramic kilns.

D-6435—MASON SALES COMPANY, 2712 No. Cedar Street, Tacoma 7, Washington, would like to represent local manufacturers and importers in the Northwest States.

D-6436—MR. JOSEPH SLOBODJAN, Real Estate Trust Building, Suite 639, Philadelphia 7, Pennsylvania, interested in representing West Coast manufacturers of consumer goods in the Philadelphia area.

D-6437—FOLEY-MEENEN-SCANGA, 2942 Glenmore Avenue, Pittsburgh 16, Pennsylvania, looking for a distributor or manufacturer's agent to handle their "Tak-A-Smok."

D-6438—CLINFORD CORPORATION, 6500 Hudson Boulevard, West New York, New Jersey, seeking a representative to handle their plastic household and baby items in California.

D-6439—MR. WILLIAM J. HOAG, 261 North Almont Drive, Beverly Hills, California, would like to represent local manufacturers in the Southern California territory.

D-6440—Majestic Lamp Mfg. Corp., 41 West 24th Street, New York 10, New York, looking for a representative to cover this territory handling their table lamps.

D-6441—L. H. RUSSELL COMPANY, 1057 W. 51st Street, Los Angeles 37, California, interested in contacting a representative to handle their lamps on a commission basis.

Revised S. F. Building Code Given to Board of Supervisors

A proposed new building code for San Francisco which was submitted to the Board of Supervisors by the Department of Public Works on Monday has been referred to the Board's Judiciary Committee for recommendations.

- **The proposed code**, including some forty-three articles, has been under preparation for more than a year. A preliminary draft was released early this spring by Director H. C. Vensano to city officials, the San Francisco Chamber of Commerce and other organizations inviting their suggestions. As a result of their recommendations, the code has been almost completely rewritten.

During this period representatives of the Chamber, headed by Lloyd Graybiel, met with representatives of technical agencies who were considering special features of the building code.

Emphasizing the need for early adoption of a modernized code, Graybiel declared: "Many parts of the present code are in need of revision. Therefore, every effort should be made to expedite the adoption of a code which will provide the basic requirements pertaining to safety, health, and public welfare in a manner which will secure simplification, flexibility and coordination of building requirements on a performance basis rather than in terms of specific materials."

A copy of the proposed code is on file in the Chamber's Research Department where it will be available to interested members for inspection. Any suggestions may be filed with the manager of the Research Department.

Brand Awards to be Given at Dinner Here

Products of the west that have survived the changes of time and custom for a period of 50 years or more will be honored at a dinner to be given at the Palace Hotel, Wednesday, Sept. 11.

- **Producers** of these goods and articles will be given certificates by the Brand Names Research Foundation at the dinner, which is being sponsored by the Advertising Association of the West. The San Francisco Advertising Club will act as host.

A. O. Buckingham, chairman and one of the founders of the Brand Names Research Foundation, will be the principal speaker, and the awards will be made by Henry E. Abt, managing director of the foundation.

Purpose of the dinner and the awards is to emphasize the important part played by the development of enduring brand names in the economic development of the country. A number of these award dinners have already been held in the east.

Members of the San Francisco Chamber of Commerce are invited to attend the dinner. Tickets are $5.00 per person, and for companies wishing to attend in groups there are tables seating eight. Chamber members are requested to call the Chamber office, EXbrook 4511, for reservations as soon as possible.

Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, September 5, 1946 | Number 36

General Business Activity

Thumb Nail Sketch: by the Research Department

• TREND

General business activity in San Francisco declined seasonally during July but continued above the level of a year ago. Our July index at 205.4 was 6.8% above last July; and the seven months' average of 206.9 was 4.1% above the same period last year.

San Francisco building continued upward in the face of many difficulties. Permits for July numbered 591 and amounted to $2,406,206. This was an increase of 42% in number and 63% in value over last July and carried the seven months' total to 4,983 with a value of $28,057,929. Resident permits for the seven months amounted to $8,750,224, calling for 1,916 dwelling units, of which 1,361 were single family units valued at $7,634,494; Non-residential permits amounted to $9,456,507; and additions, alterations and repairs to $7,762,988.

Real estate sales amounted to $24,829,271 for July. This was better than the monthly average for the year so far, and 69% above last July. The seven months' cumulative sales amounting to 13,536 with value of $167,749,488 were up 49.4% and 70.4% respectively.

San Francisco Stock Exchange July transactions of 1,047,546 shares with market value of $14,150,405, rose 107.8% in number and 39.3% in market value above last July. Transactions for the seven cumulative months of 9,874,331 shares with market value of $147,870,884 were up 104.8% and 51.1% respectively above the same period last year.

Bay Area bank deposits of $2,472,085,000 were $290,983,000, or 13.3% above July last year; and the seven months' cumulative of $16,782,040,000 was up $1,027,224,000, or 6.5% above 1945.

Freight car movements in the San Francisco-Oakland switching limits during July amounted to 52,449 or 18,515 below the war peak of a year ago.

World trade through San Francisco-Oakland Customs District made pronounced gains during May, with exports of $34,000,000 obtaining the highest monthly value in history and $16,000,000 above the previous month, and accounting for 53.7% of the total for the five Pacific Coast districts. The increase was attributed largely to the movements of food and tobacco products. May imports of $6,473,000 through this district also led all Pacific Coast districts.

• WHOLESALE TRADE

Wholesale sales on the Pacific Coast during June were up 20% above last June, with sales for the first half of the year 18%, compared to increase in the nation of 20% and 22% respectively. June sales on the Pacific Coast were 3% below May, compared to 5% in the nation. The five lines on the Pacific Coast making the best improvement during the first six months compared with 1945 were: Jewelry 49%, Confectioneries 46%, Automotive Supplies 31%, Machinery 27%, and Furniture and House Furnishings 27%.

Wholesalers' inventories as of June 30 for all lines in both Pacific Coast and the nation were up 33% above the same date last year. Inventories of Pacific Coast meat products were up 122%, furniture and house furnishings 120%, confectioneries 90%, electrical goods 67%, while inventories of industrial supplies, lumber and building materials were below the same month last year.

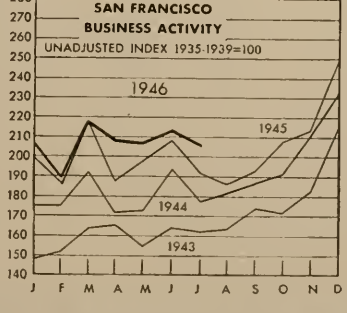
• RETAIL SALES

July department store sales, influenced some by price increases, have risen 20% above last July in the San Francisco-Oakland Metropolitan Area, with the seven months' sales up 18% compared to increase in the Central Valley of 38% and 27%; and Northern California of 23% and 19%. Sales in California and the Twelfth District were both up 29% and 23% respectively.

Retail sales of independent stores in San Francisco during June, according to the latest Census reports, were up 12% over June last year. Sales in Oakland were up 17% and in Los Angeles 31%. Sales for the six-month period were up 14% in San Francisco, 15% in Oakland and 20% in Los Angeles. First half-year sales by groups in San Francisco compared to the same period last year were food, up 11%; florists 6%, drug stores 7%, apparel 13%, jewelry 16%, automotive 62%, and furniture, household and radio 11%. Sales in eating and drinking establishments were off 3%.

• MANUFACTURING INDUSTRIES

Production workers employed in the San Francisco Bay Industrial Area in manufacturing industries rose to 122,900 in July from 117,500 in June. Although the July total was approximately one-third less than last July, it was nearly one-half again as much as the pre-war July 1940 total of 80,900. The durable industries in July accounted for 61,700 of the total workers and non-durable 61,200. July production workers' payrolls were 139.5% above pre-war level but 44.4% below last July just before hostilities in the Pacific ended. July average earnings amounted to $51.02, compared to $60.81 last July; average hourly earnings amounted to $1.328, compared to $1.530 a year ago and average hours worked per week amounted to 38.4 compared to 44.9 in July last year.



Industrial developments and expansion during July in the 12 Bay Counties included 83 projects with outlay of $31,500,775, while in Northern California there were 107 projects with outlays of $32,657,380. The seven months' cumulative outlay for Northern California amounted to $92,779,653, exceeding the same period last year by $54,000,000.

• EMPLOYMENT

The San Francisco office U. S. Employment Service reported the applicant contact load for July amounted to 42,418, compared to 38,517 in June and 40,636 in May. Veteran contacts accounted for only 37% of the July commercial load of 10,378, compared to 50% in June and for about 32% of the July industrial load of 32,040.

Unfilled openings as of end of July and placements during July were as follows.

	Unfilled Openings		Placements	
	Industrial	Commercial	Industrial	Commercial
Total all Industry	2,515	3,883	2,996	1,116
Contract Construction	306	81	95	26
All Manufacturers	1,394	526	1,222	145
Non-manufacturers	789	2,338	1,475	578
Government	26	938	204	366

The occupation distribution of the unfilled openings in San Francisco on file during the first week of August were: Clerical Sales 3,280, Professional, Technical and Managerial 965; Service 383; Skilled 793; Semi-skilled 531; Unskilled 446, making a total of 6,398.

• COST OF LIVING

Consumer prices continued to rise in the San Francisco Bay Area, as they have done throughout the nation. The U. S. Department of Labor index of All Items for San Francisco made a new high of 143.9, or 4.4% above June and 7.7% above last July. Between June 15 and July 15: Food rose 10.67%, clothing 0.59%, household furnishings 0.15%; rent, fuel and light remained the same; and miscellaneous items decreased 0.44%. Showing the most rapid increase were food items, now 14.7% above last July and 72.1% above the 1935-39 base period; clothing up 7.3% above last July and 53.5% above the base period.

SEE LUNCHEON ANNOUNCEMENT—PAGE 3

Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY	JULY 1946	JULY 1945	PER CENT CHANGE	7 MONTHS 1946	7 MONTHS 1945	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY						
S. F. C. of C Index 1935-39 Avg.=100	205.4	192.4	6.8	206.9	198.7	4.1
CONSTRUCTION PERMITS						
Total (number)	591	415	42.4	4,983	2,938	69.6
(value)	2,406,206	1,479,521	62.6	28,057,929	8,149,459	244.3
Residential, New (number)	169	138	22.5	1,328	896	48.2
(value)	1,145,750	809,050	41.6	8,750,224	4,728,150	85.1
Dwelling Units (number)	222	172	29.1	1,916	1,207	58.7
Single-family Dwellings, New (number)	131	104	26.0	1,361	585	132.6
(value)	706,450	511,550	38.1	7,634,494	2,427,550	214.5
Non-Residential, New (number)	7	14	-50.0	197	68	189.7
(value)	78,450	389,090	-79.8	9,456,507	1,363,040	593.8
Additions, Alterations and Repairs (number)	415	200	107.5	3,604	1,387	120.9
(value)	1,182,006	266,964	342.8	7,762,988	1,699,125	356.9
REAL ESTATE						
Sales (number)	1,903	1,262	50.8	13,536	9,061	49.4
(value)	24,829,271	14,657,434	69.4	167,749,488	98,453,548	70.4
Mortgages & Deeds of Trust (number)	1,655	1,158	42.9	11,445	18,473	38.0
(amount)	15,115,719	8,148,929	85.5	115,389,605	54,610,176	111.3
RETAIL DEPT. STORE SALES						
San Francisco (index)	220	191	15.2	224	191	17.3
FINANCE						
Bank Debits ($000)	1,894,811	1,679,800	12.8	13,069,251	12,156,620	7.5
Bank Clearings ($000)	1,543,766	1,235,325	25.0	10,108,599	8,905,917	13.5
Postal Receipts ($)	1,878,659	2,418,657	-21.5	13,778,040	29,523,675	-53.3
San Francisco Stock Exchange (no. shares traded)	1,047,546	504,096	107.8	9,874,331	4,820,480	104.8
(market value)	14,150,405	10,156,527	39.3	147,870,884	97,838,790	51.1
COMMERCIAL FAILURES (number)	2	1	100.0	14	6	133.3
Liabilities ($)	17,377	1,837	845.9	225,041	90,047	149.9
Assets ($)	620	250	148.0	189,991	11,285	1,583.6
EMPLOYMENT & PAYROLLS– Bay Area (5 Co.'s) (a)						
Employment (index)	146.5	221.6	-33.9	120.5	247.5	-41.3
Payrolls (index)	239.5	430.4	-44.4	196.8	480.9	-59.1
NON-MFG. INDUSTRIES (5 Co.'s) (a)						
Laundering, Cleaning, Dyeing (payroll)	173.4	171.5	1.1	169.2	167.2	1.2
Wholesale Trade (payroll)	175.5	157.9	11.1	166.4	152.2	9.3
Retail Trade (payroll)	174.6	143.9	21.3	164.0	138.7	18.2
Hotels (payroll)	238.1	201.3	18.3	228.3	200.6	13.8
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.	3,710	11,640	-68.1	27,779	78,179	-64.5
Industrial Placements (number)	2,594	10,572	-75.5	21,094	69,668	-69.7
Commercial Placements (number)	1,116	1,068	4.5	6,685	8,511	-81.5
TRANSPORTATION						
Freight Car Movements (number)	23,411	30,955	-24.4	159,083	217,911	-27.0
San Francisco Airport Traffic (no. planes)	(d)	2,902	.....	(d)	17,630	.....
(no. passengers)	(d)	40,760	.....	(d)	227,381	.....
Express Shipments—Rail (number)	359,864	323,707	11.2	2,687,723	2,341,331	14.8
Air (number)	16,368	9,270	76.6	118,713	71,205	66.7
Air Mail Loaded (pounds)	(d)	1,598,729	.....	(d)	12,710,672	.....
WORLD TRADE						
Vessel Arrivals with Cargo (number)	238	305	-28.0	1,763	2,028	-13.1
(net registered tons)	1,058,163	1,290,661	-18.0	7,705,420	8,630,839	-10.7
Vessel Departures with Cargo (number)	219	304	-28.0	1,778	2,092	-15.0
(net registered tons)	968,090	1,274,727	-24.1	7,640,878	8,988,385	-15.0
Exports—Value (millions of dollars)	33.9(e)	28.4(f)	19.4	121.0(g)	101.8(h)	18.9
Quantity (millions of pounds)	518.2(e)	338.7(f)	54.0	2,248.4(g)	1,035.2(h)	117.2
Imports—Value (millions of dollars)	6.5(e)	5.3(f)	22.6	33.4(g)	25.5(h)	31.0
Quantity (millions of pounds)	55.8(e)	75.1(f)	-25.7	368.0(g)	324.0(h)	4.0
UTILITIES & NEW DEVELOPMENTS						
Electric Energy Sales Index (k.w.hrs.)	169	174	-2.9	183	188	-2.7
Indus. & Com'l Gas Sales (cu.ft.)	1,001,444,100	1,009,629,500	-0.8	7,510,164,300	7,731,899,800	-2.9
Water Consumers (net gain)	295	175	68.6	1,369	1,443	-5.1
Tourist & Settler Inquiries (number)	554	86	544.2	2,331	830	180.8
DAIRY RECEIPTS, FRUITS & VEGETABLES						
Butter (pounds)	3,796,807	5,994,464	-36.7	9,353,784	34,976,954	-73.3
Cheese (pounds)	1,315,620	1,623,487	-19.0	8,591,831	9,857,318	-12.8
Eggs (cases)	104,879	116,452	-9.9	664,350	985,785	-32.6
Poultry, Dressed (pounds)	1,612,270	1,008,217	59.9	10,494,540	11,368,612	-7.7
Fruits & Vegetables (carlots)	2,389	2,179	9.6	13,602	13,408	1.4
LIVESTOCK SLAUGHTER (b) (total number)	203,064	198,453	2.3	1,447,928	1,402,839	3.2
Cattle (number)	49,448	42,085	17.5	293,266	294,937	-0.6
Calves (number)	16,197	14,957	8.3	73,855	78,948	-6.5
Sheep and Lambs (number)	97,208	115,851	-16.1	759,622	812,769	-6.5
Hogs (number)	40,211	25,560	57.3	321,185	216,185	48.6
S. F. LIVING COSTS 1935-39 Avg.=100						
Food (index)	172.1	150.1	14.7	153.4	147.2	4.2
Clothing (index)	153.5	143.0	7.3	149.3	142.4	4.8
Rent (index)	(106.4)	106.3	0.0	106.4	106.3	0.1
Fuel, Electricity, and Ice (c) (index)	86.1	92.9	-7.3	88.2	92.7	-4.9
Gas and Electricity (index)	77.7	.....	.....	80.6	.....	.....
Other Fuel and Ice (index)	114.1	.....	.....	113.3	.....	.....
House Furnishing Goods (index)	132.2	132.2	0.0	131.0	132.0	-0.8
Miscellaneous (index)	137.3	133.1	3.2	135.3	132.2	2.3
All Items (index)	143.9	133.6	7.7	135.8	132.2	2.7

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.
(b) Federal Inspection—San Francisco District.
(c) Gas costs have declined since 1925 and electricity costs since 1921.
(d) Not available in time for Survey.
(e) May 1946 latest available.
(f) May 1945.
(g) 5 months cumulation 1946. (h) 5 months cumulation 1945.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

"America is Ours to Build"

A talk by

Sponsored by:

SAN FRANCISCO CHAMBER OF COMMERCE
SAN FRANCISCO COMMERCIAL CLUB

Alfred Schindler

Under Secretary, Department of Commerce

At Luncheon in the Commercial Club

Thursday, September 19, 1946

AN FRANCISCO CHAMBER OF COMMERCE
33 Pine Street, San Francisco 4, California

Please reserve .....place(s) for me at $1.50 each at ncheon honoring Alfred Schindler, on Thursday, September), 1946, in the San Francisco Commercial Club, at 12 noon. Kindly enclose self-addressed envelope for forwarding tickets.)

(Telephone reservations accepted)

Name .....

HECK NCLOSED

Firm.....

Address .....

.....

.....

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

★

Price $1.50 per plate
{ $1.46 plus 4c tax }

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

EXPORT

5567 PHILIPPINES—Criso, Roa Neri, 723 Evangelista St., Manila, want worsted fabrics, rayon varieties, jersey prints, sharkskin, de hilo, printed cottons, remnants, men's shirts (including polo shirts), palm beach cloth, spun rayon, nylon, etc.

5571 SIAM—Akbalsingh Narula & Co., No. 3140 Rajawongse Road, Bangkok, wants cotton, rayon, silk and woolen piece goods.

5577 CHINA—Mongolian-China Trading Company of Tientsin, wishes to purchase general merchandise and newspapers. Replies may be forwarded care of Foreign Department, American Trust Company, 464 California Street, San Francisco 20.

5580 CHINA—Kaminsky Bros. Coal Corp., 50 Rue Chapsal, Shanghai, wants upper leather, calf suede, kid, sheep skin, crocodile and snake skin, sole leather and insole leather for ladies' and gentlemen's shoes. Also interested in piece goods, cotton goods, frames, handles and bags for ladies, cigarette paper, cellophane paper, foil.

5596 SWEDEN—L. Dahllof & Soner, Gothenburg, wants American goods able to compete on Swedish market.

5603 MEXICO—Gustavo Escobosa T., Apartado Postal 729, Nogales, Arizona, wants cocoanut oil for the manufacture of laundry soap in Mexico.

IMPORT

5616 HAWAII—Randolph Crossley & Associates, Box 128, Honolulu, offers orchids and tropical flowers. Ship by air.

5620 CHINA—Edart & Company, P.O. Box 1452, Shanghai, offers hog casings (salted), mother-of-pearl shells, Chinese tea.

5623 INDIA—The Bombay Textile Waste Coy., Post Box No. 1276, Bombay 1, offers cotton, cotton waste soft, cotton waste hard (cotton yarn waste), engine cleaning waste, rags, etc.

5627 CEYLON—M. H. M. Noordeen, 395 Dematagoda Road, Colombo, offers precious and semiprecious stones.

5637 ITALY—SACAT, Via Belfiore 27, Torino, offers felt dolls.

5642 NICARAGUA—Ramon A. Ruiz, Managua, D. N., offers Nicaraguan woods such as Caoba, Pochote, cedar.

5646 COSTA RICA—Quijano & Cia., Apartados 1581 & 2063, San Jose, offer skins of sharks, alligators, snakes, monkeys, iguanas; shark fins; shark liver oil.

5650 ARGENTINA—Maximo Rudowitz, Av. R. Saenz Pena 615, Buenos Aires, wants to appoint representative here for sale of fancy goods, handbags, wallets, watch wristlets, etc., as well as textiles.

REPRESENTATION

5655 CANADA—S. W. Cameron Co., 812—19th Ave. W., Calgary, Alberta, wants American manufactures.

Eloesser Heynemann Company Bought by National Concern

The Eloesser Heynemann Company, pioneer California manufacturers of work clothing, was acquired last week by the H. D. Lee Company, a national organization.

• **Founded in 1851,** the Eloesser Heynemann Company has been continuously operated by members of the Eloesser and Heynemann families. In 1932, the company purchased the work clothing business of Neustadter Brothers, another pioneer California concern.

The new owners of the Eloesser Heynemann Company are the largest manufacturers of union-made work clothing in the country. They currently operate plants in Trenton, New Jersey; South Bend, Indiana; Minneapolis, Kansas City, and San Francisco.

It was announced that the H. D. Lee Company will continue the operation of the Eloesser Heynemann Company without major change and will continue their San Francisco branch factory as well.

The H. D. Lee Company's expansion program calls for an increased investment in California of more than $1,000,000, it was announced by C. A. Reynolds, vice-president of the company.

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Stores Asked to Close on Admission Day

Members of the Retail Merchants Association of the San Francisco Chamber of Commerce are being requested to close their stores on Admission Day, Monday, September 9, it was announced by D. P. Street, managing director of the Association, following action taken by the Association's Board of Directors.

At the same time, Karl M. Stull, managing director, Retail Dry Goods Association, announced the closing of its member stores.

California Industrial Relations Record in Ninth Place in Nation

California was down to ninth place in labor strikes and lockouts during 1945, according to a report released by State Industrial Director Paul Scharrenberg.

• **According to Scharrenberg,** there were 150 industrial disputes throughout the state, involving 121,200 workers and representing 2,777,000 men days of labor lost.

Pennsylvania topped all states with 743 labor disputes. Other states whose industrial relations records were worse than California's included Illinois, Michigan, Ohio, New York, New Jersey, Massachusetts, and Indiana.

N.A.T.S. Headquarters Moved to Sunnyvale

Headquarters of Rear Admiral J. W. Reeves, Jr., USN, Commander, Naval Air Transport Service, and NATS's Air Transport Squadron Four (VR-4) Detachment, was moved last week from Oakland's Naval Air Station, where they have been based since March, 1945, to newly assigned space at Naval Air Station, Moffett Field.

• **Operation** of the NATS' Mars flying boats will continue to Honolulu and other Pacific points from the Naval Air Station, Alameda, where special docking facilities are available for the huge sea plane.

Marine Insurance Course Opens Here September 11

A full course in marine insurance will be offered by the Association of Marine Underwriters of San Francisco beginning Wednesday afternoon, September 11.

• **The first course** in marine insurance to be given since before the war, the course will follow the Insurance Institute of America course and will prepare students for examination.

Donald Tormey of Marsh & McLennan, Inc., will conduct this course. Classes will be held on Wednesdays, 4:30 p.m. to 5:30 p.m., beginning September 11 through December 18, 1946, and from January 9 through May 15, 1947, at Room 237, Merchants Exchange Building, 465 California Street. Fee is $7.50 for the entire course.

This course is open to all interested in marine insurance, especially importers, exporters, bankers, steamship company employees, as well as those connected with the insurance business as company employees or brokers.

Enrollment should be made at the library of the Fire Underwriters Association of the Pacific, Room 818, Merchants Exchange Building.

HIGH SPOTS

SAN FRANCISCO CHAMBER of COMMERCE
CURRENT PROJECTS August, 1946

• Bay Crossing Hearing

Presented testimony on behalf of second Bay crossing, including report containing maps, charts and photographic data.

• U. N. Headquarters

United Nations Committee working on sites data for presentation to U. N. General Assembly. Chamber representative in east to sell Bay Area as headquarters site.

• Geneva Freight Rate Reduction

Testified at railroad hearing in support of Geneva Steel's request for reduced freight rates on finished steel from Geneva to San Francisco.

• Master Airport Plan

Board of Supervisors passed recommendation proposed by Chamber for completion of Master Airport Plan for San Francisco City and County.

• Bay Region Business Radio Program

Inaugurated weekly radio program covering news of Chamber activities and business developments in the Bay Area.

YOUR CHAMBER WORKS FOR YOU!

Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, September 12, 1946 | Number 37

WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• OPA

Under the provisions of the Price Control Extension Act of 1946 (Public law 548—79th Congress) ceiling prices can be maintained on AGRICULTURAL products only if they are in short supply. On the first of each month, beginning September 1, 1946, the Secretary of Agriculture is required to certify to the Price Administrator the "short supply" commodities.

A complete list of those "short supply" agriculture commodities, as of September 1, 1946, is on file at the San Francisco office of the Chamber for your ready reference, and subsequent lists will be sent to the San Francisco office as soon as made available by the Secretary of Agriculture.

• HOUSING

A strong, new incentive to build rental housing projects for moderate-income veterans has been announced by Housing Expediter Wilson W. Wyatt. This has resulted from a ruling made by the Commissioner of Internal Revenue to allow builders and owners of multi-family rental projects to step-up the rate of depreciation for tax purposes.

As a result of this new ruling, owners of rental housing will not be restricted to the equal annual installment method of charging off depreciation for income tax purposes, and rental housing owners can, for the first time, use a method which will permit the property to be depreciated for income tax purposes at a faster rate in the earlier years of the life of the housing.

• WAR ASSETS ADMINISTRATION

Twenty-nine hundred surplus structures suitable for living quarters are now available and will be sold exclusively to veterans. Most of the property is in the vicinity of San Francisco, Los Angeles and Spokane, with small amounts in some of the Eastern cities. Each structure will be sold at a fixed price. Veterans will have an opportunity to buy in the order of the dates of their certification to purchase.

Most of the housing is in packaged form, ready for shipping or assembling. The surplus structures for sale in California are at:

Lathrop: 593 units, 20 x 8, plywood prefabricated— three or four of these units can be combined for housing units. Also 140 barracks 20 x 48, which are portable plywood and insulated. Also steel barracks.

Stockton: Tropical buildings.

San Bernardino: Tropical shells.

Fort Hueneme: Steel quonset huts.

Under Secretary of Commerce Schindler to Speak on Sept. 19

Alfred Schindler, Under Secretary of the U. S. Department of Commerce, will be guest speaker at a luncheon sponsored by the San Francisco Chamber of Commerce and Commercial Club, Thurs., Sept. 19, in the Club's dining room.

• **"America Is Ours To Build"** will be the subject of Schindler's speech.

Born in St. Louis, Schindler attended St. Louis and Washington universities in that city. He started his business career with the Kokon Barber Supply Company of St. Louis, and in 1917 joined the Ralston Purina Company. Three years later he became sales manager of that concern, a position he held for 25 years.

Schindler was appointed a member of the National Civilian Defense Committee in July, 1941, and was regional director for the Seventh Corps Area of OCD.

• **From January, 1942,** to May, 1943, he was chief of the Consultant Division of the Defense Plant Corporation and administrative assistant to Jesse Jones, then Secretary of Commerce and head of all government loan agencies.

When the Committee for Economic Development was organized in May, 1943, Schindler was selected to direct its St. Louis activities. He became Under Secretary of Commerce on April 18, 1945.

S. F. Chamber's U. N. Emissary Here for Area Conference

Belford Brown, special San Francisco Chamber of Commerce emissary to the United Nations, returned to San Francisco last weekend, according to an announcement made by the Chamber.

• **Brown** flew here to appear before the full Bay Area United Nations Committee on Tuesday, September 10th to report on his trip to Washington and New York. He gave a complete report on the problems facing San Francisco Bay Area in the campaign to get the United Nations permanent headquarters located in this region. He flew back to New York immediately following the meeting.

Following Brown's report, the United Nations Committee will complete the last minute details preparatory to launching the final phase of the campaign, according to Walter A. Haas, chairman of the committee.

Brown was sent to Washington by the Chamber on August 12th where he conferred with State Department officials in Washington and then went to New York to meet with officials of the United Nations Organization.

Non-Scheduled Air Service to Hawaii Urged by Chamber

Protest against a proposed Civil Aeronautics Board ban on non-scheduled air services between the Hawaiian Islands and the United States has been registered by the San Francisco Chamber of Commerce.

• **Planning revision** of its regulations, the Civil Aeronautics Board proposes non-scheduled air services between the continental United States and such non-contiguous points as Alaska, Canada and Mexico, but excludes the Hawaiian Islands, Puerto Rico, Virgin Islands and Canal Zone.

The Chamber protested this exclusion on the grounds that Hawaii is an integral part of the United States, and as non-contiguous territory it is all the more in need of air service enjoyed by any other part of the United States. Most of the business and economic life of Hawaii depends upon adequate transportation with the mainland.

In a wire sent to members of the Civil Aeronautics Board, Brayton Wilbur, president of the San Francisco Chamber of Commerce, declared, "We are in full sympathy with the belief that Hawaii be given the maximum amount of transportation that can be furnished at this time, provided adequate safety precautions can be taken."

Relief for Shortage of Sheet Steel Sought

More sheet steel for San Francisco Bay Area to alleviate critical shortages is the object of efforts being made by the San Francisco Chamber's Industrial Department and representatives of Bay Area sheet metal contractors and manufacturers.

• **The special efforts** result from the nation-wide scarcity of steel sheets which has become particularly acute in the Bay Area and has been aggravated by local demands said to be three times greater than prewar.

The Civilian Production Administration is being urged to adjust its allocation directives so that sufficient steel will be made available to Bay Area shops to keep them operating beyond October 1. Unless some relief is obtained, it is claimed that 75 per cent of the local sheet metal working plants will be forced to close by October 1, with a resultant layoff of 650 sheet metal journeymen and a larger number of helpers, laborers, truck drivers and incidental employees in San Francisco alone.

Various circumstances contributing to the critical local situation were reviewed at a

(Continued on page 4, column 2)

Chamber Board Meets With District Merchants Association

The Boards of Directors of the San Francisco Chamber of Commerce and the Retail Merchants Association will be co-hosts at a luncheon meeting for the presidents and secretaries of the district merchants associations at the St. Francis Hotel today.

• **This will be the first time** that these groups have assembled at a joint luncheon meeting. Its purpose will be to bring about closer unity between the groups in the interests of community development.

Carl J. Eastman, first vice-president of the Chamber, and Thomas J. Lenehan, president of the Retail Merchants Association, will act as co-chairman at the luncheon meeting. Louis B. Lundborg, Chamber general manager, will discuss the objectives of the Chamber and the business outlook for San Francisco. Plans will be formulated for future luncheon or dinner meetings, at which the Chamber and the district merchants associations can discuss mutual problems.

World Trade Classes Begin Here This Week

The fall session of courses in world trade, shipping and finance will begin September 16 and 17 at the University of California Extension Center, 540 Powell Street, San Francisco.

• **The courses** are being offered by the University Extension Center in cooperation with the San Francisco Bay Area World Trade Promotion Committee and the World Trade Department of the San Francisco Chamber of Commerce.

Demand for a repetition of the first four world trade courses, which were given last spring, has been so great that the same four classes are being repeated and two additional added.

Classes to be given during the fall session include: Resources, Industry and Trade of Latin America; Resources, Industry and Trade of the Far East; Money, Banking and Foreign Exchange; Exporting; Importing; and Ocean Transportation.

Marsh to Address Junior C of C Membership Luncheon

Frank E. Marsh, vice-president and general manager of the Bay Area Council, will be the guest speaker at the general membership "Bosses' Day" luncheon of the San Francisco Junior Chamber of Commerce tomorrow at the Commercial Club.

• **This is the first meeting** of this kind ever sponsored by the Junior Chamber, and it is being presented in order to show the business men of the community how this group operates.

Adequate Facilities Urged For Appraisers to End Congestion

To relieve the serious congestion at the Appraisers Stores, the San Francisco Chamber of Commerce last week urged Washington officials to provide adequate facilities to meet the needs of the increased volume of imports shipped through San Francisco.

• **The Chamber,** through its Washington Office, has brought the problem to the attention of the Commissioner of Customs, Chairman of the Tariff Commission, Secretary of the Treasury and Secretary of Commerce, with the request that steps be taken to relieve the situation.

Pointing out the delays resulting from inadequate facilities, Alvin C. Eichholz, manager of the Chamber's World Trade Department, said, "The volume of imports is 300 to 400 per cent over six months ago, but the facilities are so limited that the work involved in sampling and appraising merchandise is a month to six weeks behind.

"This serious congestion is slowing up deliveries of imports," he declared, "and indications are that the volume of imports will increase and the problem will continue to get worse."

"The answer to this problem," Eichholz said, "is adequate facilities in order to expedite the examining, sampling, appraisal, and entry and clearance of this merchandise."

Lodi Resumes Wine Festival; S. F. Chamber Goodwill Group Attends

Lodi's annual grape and wine festival will resume September 13-15 after a four-year lapse during the war.

A parade and exhibit of grapes and agricultural products will highlight the festival. A number of other events are also planned.

Members of the Board of Directors and domestic Trade Committee of the San Francisco Chamber of Commerce will make a goodwill trip to Lodi on Sunday, September 15, to participate in the festival.

The group will also be entertained at luncheon by the Lodi Chamber of Commerce.

WAA to Hold Public Meeting on Export Regulations, Problems

Exporters are invited to attend a conference to be held by the War Assets Administration at 1:30 p.m. Thursday, September 19, in the Concert Room of the Palace Hotel.

• **Purpose of the conference** is to explain the service of the Administration's recently established Export Division and to clarify some of their operating regulations.

Officials of the WAA will address the group and will then open the meeting to a question and answer forum on exporters' problems.

Copies of Housing Magazine Available

Approximately 100 copies of the first issue of the new *Housing Magazine*, which publishes official reports of the National Housing Agency, are available for distribution by the San Francisco Chamber of Commerce.

Chamber members interested in securing copies of this magazine may do so through the Chamber's Research Department.

San Joaquin County Joins Aviation Group

Announcement of the addition to membership in the Bay Area Aviation Committee of San Joaquin County was made this week by Chairman Edward V. Mills.

• **The county** will be represented in the committee's aviation activities by Leland B. Apperson, Jr., manager of Stockton Municipal Airport. Clarence M. Shy, assistant airport manager, will serve on the committee as alternate to Apperson.

Admission of San Joaquin County to membership in the Bay Area Aviation Committee followed adoption by the San Joaquin County Chamber of Commerce of a formal resolution requesting participation in the committee's activities.

The resolution pointed out a belief that ". . . it is for the best interests, benefit and advantage of the Bay Area that this county be able to participate in aviation development, thus making a contribution to the entire area."

• **Mills,** in welcoming Apperson and Shy to committee work, stated that the San Joaquin County Chamber of Commerce is composed of representatives from all of the chambers of commerce within the county.

"Thus we will have added to the Bay Area Aviation Committee representation from all of San Joaquin County," he pointed out. "The Committee will thus be strengthened as an aviation coordinating body which is truly representative of the entire nine counties of the Bay Area."

Editorial Page of
THE CALL-BULLETIN
WEDNESDAY, AUGUST 21, 1946

No. 1 Pacific Port

With Peacetime Commerce Growing, Bay Area Leads All West Coast Harbors

☆☆

While we all are blowing our horn—and justly so—over San Francisco's magnificent harbor and the commercial and scenic advantages which it offers to the city, it is most appropriate to call attention to a recent report released by the Chamber of Commerce.

This report, issued by the Chamber's world trade department, says it with statistics, and what it says is simply this:

As a shipping center, the San Francisco-Oakland area is tops on the entire Pacific Coast.

Latest figures, compiled from data supplied by the census bureau, are for the volume of shipping during April which passed through the San Francisco-Oakland customs district. Exports sent out through the bay area totaled $18,304,000, or 36 per cent of ALL the exports through the various Pacific Coast ports. Imports totaled $8,070,000; nearest competitor was Los Angeles, with imports totalling $5,328,000.

* * *

In addition, it might be noted that the value of imports represented a 41 per cent increase over the previous month's figure—surely a wholesome sign of expanding commerce and industry here.

The amazing record of the bay area as a shipping center during the war is known to all.

What is worthy of comment now is the fact that, with the tremendous flow of war materiels ebbing toward the vanishing point, peacetime shipping in and out of the bay is picking up.

* * *

San Francisco was and is a great maritime center. Our shipping industry is one of the most vital elements of our economy. Our other activities are depressed when it is ailing, and, conversely, its health and vigor serve as a fine stimulant and "pick-me-up" for the rest of our enterprises, with a consequent increase in the general level of prosperity for all of us.

The Chamber's report ought to reassure any faint-hearted citizens who feared that the decline of the war boom would, so to speak, lower the boom on our maritime activity.

By all accounts, our great shipping enterprises not only are picking up where they left off, but they're picking up a whole lot more, to boot. Granted any reasonable measure of freedom from labor squabbles and meddlesome interference by the federal bureauracy, they should in the years to come thrive more robustly than ever before.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin" issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 70. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITORS

*TRINIDAD & CHINA—Mr. Sydney Lee, Managing Director of the firm Atlas Trading Co., Ltd., P.O. Box No. 619 Port-of-Spain, Trinidad, with branch office in Hongkong, has been visiting San Francisco to make connections with suppliers of electrical appliances, industrial machinery, piece goods, apparel and other manufactured goods for shipment to Trinidad or Hongkong. He is offering tungsten ore, tung oil, wool, silk, bristles, tea, peanuts, jade, ivory, embroidery, drawnwork, curios, etc., from China and rum, cut stones, industrial diamonds, coffee, cocoa, spices and other tropical products from Latin America. Mr. Lee planned to sail for Hongkong September 11, port conditions permitting. If his ship is detained, he may be reached at the St. Francis Hotel; if not, direct replies care of Port-of-Spain office, or 37 Des Boeux Road, Central, Hongkong.

*EGYPT—Mrs. M. Mackenzie is in San Francisco as the representative of two Egyptian firms, M. M. Awadly & Co. (Starlight Co.), and Jais & Co., both located on Malika Farida St., Cairo. For these firms she wishes to contact suppliers of canned foods, wines, beer, toilet requisites, paints and varnishes, toys and plastics, silk, rayons, poplins and velvets, mosquito nets, hosiery, nylons, handkerchiefs and ties, glassware, hardware, sports clothing. Both firms distribute all over Egypt and Sudan; are most anxious to secure representation or agencies. Mrs. Mackenzie may be reached at 835 Turk Street, OR 4412.

*CHINA—Mr. Chen Kanghi of the firm Chin Hwa Silk Company, 3 Kung Tsian Ta Chieh, Tientsin, has been visiting San Francisco to make connections with suppliers of tires, bicycles, oil, all kinds of hardware, weaving materials or textiles, machinery, automobiles, parts and accessories. Especially interested in representations, Mr. Kanghi planned to sail September 11 and while in San Francisco could be reached care of the International Training Administration, Municipal Housing, Civic Center, MA 2633.

IMPORT-EXPORT

*5695 HAWAII—Tropic Trading Company, 2220-M Kuhio Avenue, Honolulu 20, wants import-export connections with United States. Will act as distributor, manufacturer's agent or representative.

*5700 CHINA—Sing An Trading Co., 14 Paoting Road, Tsingtao, wants heavy industrial chemicals, iron and steel, leather, rubber ware, dyes and paints, scales and mechanical products, motor vehicles, railway, harbor, mining, industrial, electrical materials, waste materials (old newspaper, scrap rubber, etc.), paper, optical and scientific instruments, etc. Offers groundnuts (kernels and oil), strawbraids, bristles, egg products, human hairnets, embroideries and laces, etc. At present especially interested in the purchase of sulphur black and sulphur blue, used passenger tires, beads removed attached.

IMPORT

*5726 PHILIPPINES—Leopoldo Araneta, Samanillo Bldg., Escolta, Manila, offers minerals (asbestos, chromite, manganese), forest products (copal gum, rattan, bamboo fishing rods, palm leaves), coprax.

5731 INDIA—Panjab Cotton Sports Net Mfg., Sialkot City, offers landing nets, dip nets, minnow nets, calcutta, bamboo poles and sports goods.

EXPORT

5767 ENGLAND—Abel, Lemon & Co. Pty. Ltd., 109 Fenchurch Street, London, E.C. 3, wants olive oil.

5768 SWEDEN—T. Winbergs Aktiebolag, Kungsportsavenyen 27, Goteborg, wants connections with producers of canned fruit and fish.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6442—FIBRCAN CORPORATION, Whitestone, Long Island, New York, looking for an agent to handle their fibre receptacles. Sold to department stores, hotels, hospitals, schools, industrial plants, electrical, hardware, drug and grocery supply companies.

D-6443—WEST POINT MANUFACTURING CO., 19625 Merriman Court, Farmington, Michigan, seeking a manufacturer's representative to handle their fixture clamps. Clamps can be incorporated directly in the design and are used to hold work while machining. Company offers advertising literature, protected territory and commission.

D-6444—W. EARL LADLOW, P. O. Box 783, Phoenix, Arizona, would like to represent local manufacturers of furniture, hardware, floor coverings, electric appliances and heating equipment. Covers Arizona, New Mexico and El Paso, Texas.

S. F. Chamber Inaugurates Latin American Newsletter

Inauguration of a Latin American Newsletter service for distribution to newspapers and chambers of commerce in Central and South America was announced today by Alvin C. Eichholz, manager, World Trade Department, San Francisco Chamber of Commerce.

• **The service,** which is on a monthly basis, consists of a feature story on a local industry or business development of particular interest to Latin Americans. The newsletter is being written in Spanish.

Purpose of the news service, according to Eichholz, is to better commercial relations and promote trade between the San Francisco Bay Area and Latin American countries by telling Latin Americans the story of industrial and business development in this area.

The plan was passed by the Chamber's Board of Directors on the recommendation of the Chamber's Inter-American Committee.

RELIEF FOR STEEL SHORTAGE

(Continued from page 1)

recent meeting of the San Francisco Chamber's Iron and Steel Section, according to G. L. Fox, manager of the Chamber's Industrial Department.

"Some major steel producers who formerly served this market are said now to be giving primary consideration to users located near their plants," Fox said. "In the face of current large demands, it has been announced that the Columbia Steel Company will lose a portion of its Pittsburg, California, sheet mill production shortly after the first of the year in order to install a new cold reduction sheet mill at an aggregate outlay of $25,000,000."

When the new Pittsburg facilities are completed, they will turn out approximately 30,000 tons of cold reduced sheets per month until the critical shortage is alleviated, it is reported.

Capacity of the new Columbia mill will be approximately 325,000 tons a year. Of this amount, 225,000 tons will be used for tin plate and 100,000 tons will be allotted to sheet production. Despite this vast jump in local production, it is claimed the increasing tempo of steel product fabrication in the Bay Area will require other sources of sheets.

Local steel company executives claim that a high percentage of Columbia's production for the third and fourth quarters of 1946 has been taken by C. P. A. certification. It is reported, however, that the company is doing everything possible to help solve the problems of local fabricators by continuing operation of present facilities as long as possible after the first of the year until such time as new construction makes a shutdown necessary.

According to Fox, much of the abnormal demand for sheets is caused by the national veterans housing program, 20 per cent of which is concentrated on the Pacific Coast, chiefly in California.

Nat Lipman, who represented the Sheet Metal Contractors Association of San Francisco at the Iron and Steel session, said that Association members require over $50,000 worth of steel sheets a week to meet the demand for products used in home building. He stressed the fact that sheet stocks are being depleted and that additional allocations for this area must be obtained if the demand for veterans' housing is to be met.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

Chinese Training Group Honored at Dinner This Week

Approximately 220 Chinese technicians who have completed a year's training in the United States were honored at a dinner given by the Chinese Supply Commission of Washington, D. C., at the Sir Francis Drake Hotel, Tuesday, September 10.

• **Prior to the banquet** a reception was held for guests from the Bay Area to introduce the heads of the Commission, members of the training group and officials of the International Training Administration, under whose auspices the Chinese trainees were brought to the United States.

Dr. C. H. Shih of the National Resources Commission of China presented the group with certificates from the Chinese Supply Commission and International Training Administration. C. C. Wang accepted the certificates on behalf of the trainees.

The group was also given individual letters of greeting from Brayton Wilbur, president of the San Francisco Chamber of Commerce.

Arrangements for the dinner were made by the Chamber's World Trade Department.

Navy to Display Surplus Goods on Sale

In an effort to expedite the sale of small lots of surplus material, the Naval Supply Depot at Oakland has adopted a "display method of sale."

• **Each week,** small selected lots of merchandise will be available for inspection in Building 313, at the southeast corner of the depot, from 9:00 a.m. through 4:00 p.m., Mondays through Wednesdays, and Thursdays to 10:00 a.m. Bids are open Thursday at 10:00 a.m. Bid forms are not mailed out.

Information on the sales may be obtained at the depot's sales division in Building 313 or by calling TWinoaks 4224, Extension 7447.

AN APPEAL FOR ROOMS

Bay Area residents with rooms to spare in their homes are asked to share them with visiting American Legion delegates and their families during the Legion's convention in this city September 29-October 4.

• **To register your** room, call KLondike 2-2185, Legion national headquarters. You will be protected by contract.

Chamber members are also requested to cooperate by devoting a portion of their advertising space to an appeal for rooms for Legionnaires.

Bay Region Business

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SAN FRANCISCO CHAMBER OF COMMERCE

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

● DEPARTMENT OF INTERIOR

Public hearings on new Government regulations facilitating oil and gas resource development on public lands will be held by the Department of the Interior at the Tramway Building, Denver, Colorado, on Monday and Tuesday, September 30 and October 1, Secretary of the Interior J. A. Krug announced today.

Under Secretary Oscar L. Chapman, who is scheduled to preside at the hearings, explained that persons wishing to submit views in writing for the hearing should file their statements with the District Land Office, Bureau of Land Management, Federal Building, Denver 2, Colorado, on or before September 27. Statements may also be submitted at the hearing. All interested persons are invited to attend the hearings, which start at 10:00 a.m., September 30.

● CPA

New American automobiles and trucks will continue under strict export control, the Civilian Production Administration announced today. Controls were instituted September 19, 1945, when the automotive industry began to reconvert after V-J Day, through the issuance of General Limitation Order L-352, because of the shortage of motor vehicles in this country.

"Exports in these very limited numbers have been permitted," John E. Graham, Chief of Automotive Branch, explained, "because of the necessity to send abroad automotive equipment to increase the output of and insure our receiving raw materials which the United States must import in order to produce.

"Among these raw materials are such basic necessities to American production—including that of the automotive industry itself—as tin, natural rubber, copper, lead, burlap and shellac. All of these materials are required to make and equip a car or truck and none of them is produced in sufficient quantities in the United States to meet the demand."

The procedures by which eligible persons may buy certain materials held by the Reconstruction Finance Corporation were issued today by the Civilian Production Administration.

● A new Priorities Regulation, Number 34, lists thirty-three metals, minerals and other materials held by RFC. Table A to Priorities Regulation 34 explains in detail who is eligible to buy these materials from RFC, whether or not specific CPA authorization is necessary for the purchase and the CPA division or branch which is responsible for each material. The table also gives the form of certification required of each buyer in those cases where specific CPA authorization is not required.

World Trade Relations Plans Discussed in Conferences Here

The first West Coast meeting of the newly formed Foreign Trade Advisory Committee of the U. S. Department of Commerce was held last week with leading business men from the Western states in attendance.

● Arthur Paul, Assistant to the Secretary of Commerce and head of the Office of International Trade, outlined the plans for the Department's new trade relations program.

Paul said that the program was designed to accomplish greater participation by private business interests in developing a sound world trade promotion program.

"It is our belief that better understanding between business and government and the development of sound and increased foreign trade can best be achieved by counselling with business and trade groups through these newly organized advisory committees," Paul said.

● Permanent committees established thus far are the Export Advisory Committee, the Import Advisory Committee, and the International Trade Services Committee.

Outlining still further the purposes of the advisory groups, Paul said: "In dealing with other U. S. Government agencies and with international organizations concerned with commercial matters, we want to present not only our views, but also those of the whole U. S. community; and likewise we want to interpret to the U. S. trade groups the policies and actions of this government in the field of international trade."

To aid in the formulation of this program, four local world traders were appointed to a national committee to keep the OIT advised on trade matters affecting this area. Those named were Brayton Wilbur, president of the San Francisco Chamber of Commerce and head of Wilbur-Ellis Company; Harold Steele, vice-president of H. M. Newhall Company; Stanley Powell, director of foreign sales for California Packing Corporation; and Richard B. Gump, vice-president of A. and G. Gump Company.

Prior to the meeting last week, several San Franciscans were invited to join the West Coast Regional advisory committee. They are Rene May, Getz Brothers and Company; Dwight Grady, Rosenberg Brothers; E. R. Knauf, Crown Willamette Paper Company; Daniel Polak, Polak, Winters and Company; Charles M. Romanowitz, Yuba Manufacturing Company; H. Alvarez, Golden State Company; Ralph Dewey, Marsman Company of California; L. M. Dickson, American Import Company; Richard Quinlan, Parrot & Company; G. A. Gumbrecht, Henry W. Peabody and Company; B. T. Rocca, Pacific Vegetable Oil Corporation; Ralph J. Boomer, Western Vegetable Oils Company; Lloyd Mazzera, Bank of America; Ray C. Robinson, Harper Robinson and Company; Alvin C. Eichholz, San Francisco Chamber of Commerce; Lyford M. Morris, Oakland Chamber of Commerce; Stuart Griswold, Redwood Export Company; Arthur G. Caldwell, Food Machinery Corporation; William J. Gleason, Permanente Metals Corporation; Oliver Orrick, General Paint Company; Harry Aced, W. J. Mulligan & Company; Clifton Kroll, Atkins Kroll & Company; Alfred Gemperle, D. N. & E. Walter Company; Roy Strang, I. Magnin & Company; F. A. Bailey, Matson Navigation Company; William I. Montgomery, China-American Council of Commerce and Industry.

Lundborg Keynote Speaker At Annual Conference of Commercial Executives

Louis B. Lundborg, General Manager of the San Francisco Chamber of Commerce, will be the key speaker at the thirty-second annual meeting of the National Association of Commercial Organization Secretaries in Miami, October 27-30.

● Lundborg's address will be in keeping with the theme of the conference—"Blueprint for Balanced Community Development."

Purpose of the meeting is to chart the way to sound growth of American communities, stressing the need for the orderly development of their social, cultural, civic and economic life.

Lundborg was selected as keynote speaker by unanimous vote of the Program Committee. He is the author of several nationally published articles on public relations, and he spoke at the 1944 convention of the same organization. Lundborg's talk at that time was titled: "Practical Psychology for the Organization Executive."

New Aviation Committee Appointments Announced

Larry Avila, San Francisco Manager of Slick Airways, and Richard G. McGinnis, District Traffic Manager of Pacific Air Lines, have been appointed to the Aviation Committee of the San Francisco Chamber of Commerce, according to an announcement from Chamber President Brayton Wilbur.

"These appointments," Wilbur declared, "broaden the membership of the Chamber's Aviation Committee to include representation of the non-scheduled air carriers which are fast becoming an important factor in San Francisco's growth as the leading air terminal of the Pacific."

SCHINDLER LUNCHEON TODAY

Modesto Farm Laboratory Opened By Shell Oil Company

A new agricultural laboratory and experimental farm is now operating near Modesto, according to an announcement by the Shell Oil Company.

The new laboratory, constructed at a cost of half a million dollars, is the center of the company's agricultural research in the United States.

Dr. Roy Hansberry, director of the laboratory, announces a three-fold purpose for the new plant. He said: "It is a research institution for developing new ideas, a proving ground for natural and synthetic products derived from petroleum and a clearing house of scientific knowledge and information where farmers' problems may be presented and solved."

● **The experimental farm** is located seven miles northwest of Modesto and is surrounded by 142 acres of diversified crops needed for field testing.

The staff of 30 has been assembled from all parts of the country on the basis of specialized experience in agricultural science.

The Modesto location was chosen because of its suitability for growing a wide range of crops needed in the research program. The projected planting will provide 100 acres of trees and vines of all commercial types and 30 acres of truck crops.

● **Construction** of the research center was started a year ago. Facilities include a main building which accommodates research laboratories and administrative offices, three greenhouses, a lath house and a service building for garages and shops.

The new center is a coordinated activity of Shell Oil Company, Shell Chemical Corporation and Shell Development Company.

Charles E. Gibbs, manager of the Agricultural Department of the San Francisco Chamber of Commerce, was present at the opening of the laboratory.

Honorary Certificates Go To Walla Walla, Pendleton

Presentation of Honorary Chamber Memberships was made last week to the Chambers of Commerce of Pendleton, Oregon, and Walla Walla, Washington.

The presentation was made by Edward V. Mills, chairman of the Bay Area Aviation Committee, on behalf of the San Francisco Chamber of Commerce.

The certificates were presented as a gesture of good will from San Francisco during a special flying trip to the Northwest, sponsored by United Air Lines.

● **W. A. Patterson,** president of United Air Lines, was host to the special party.

In making the presentation, Mills said: "This certificate entitles the officers and members of your Chamber to benefit from all the advantages accorded the members of the San Francisco Chamber. We hope the certificate will be a lasting token of the spirit of friendship and cooperation existing between our communities."

Fashion Editors Plan Visit To San Francisco Apparel Industry

Fifty fashion editors and writers from all over the United States will arrive in San Francisco September 23, according to an announcement from the Manufacturers and Wholesalers Association of San Francisco.

● **The writers** will be the guests of the Association during their three day stay.

During their visit the Association and the San Francisco Chamber of Commerce will attempt to give the writers an overall picture of the San Francisco apparel industry.

One of the features of their first day will be a radio broadcast titled "Let's Talk About Fashions." The program will feature a round-table discussion on fashions and style trends and will be broadcast over KPO at 3:45 p.m. on September 24.

● **The broadcast** will be recorded at the NBC studios before an audience of the visiting writers and various San Francisco women's groups.

Adolph Schuman, president of the San Francisco Manufacturers and Wholesalers Association; G. L. Fox, Manager of the Industrial Department of the Chamber; Alvin C. Eichholz, manager of the Chamber's world trade department; and a representative eastern fashion expert will be featured on the program.

Barbara Lee, KPO feminine commentator, will act as moderator.

Following the broadcast, the visiting writers will be allowed to ask questions concerning the San Francisco apparel industry.

● **Other features** of the visit will be several style shows staged by the Association, visits to apparel manufacturing firms, and entertainment tours of the city.

The writers will be met in Los Angeles on Sunday, September 22, by a special welcoming committee and will be escorted to San Francisco aboard special cars of the Southern Pacific "Lark" designated "Manufacturers and Wholesalers Special."

Legion Convention Will Feature Housing Meet; Bradley, Wyatt to Speak

One of the major activities of the forthcoming American Legion convention will be an examination of the critical national housing situation, according to John Shannon, chairman of Mayor Lapham's veteran housing committee.

● **Officers and delegates** to the national convention of the Ninety-first Division Association, American Legion and Auxiliary, and various divisional and regimental reunions slated for San Francisco starting September 27 will take part in a series of major conferences on housing for World War II veterans and their families.

Wilson Wyatt, national director of the Federal Housing Authority, General Omar Bradley, director of the Veterans Administration, and other national figures will be present at the conferences.

Commenting on the conferences, Shannon said: "Surely there must be some way of breaking the deadly bottleneck now existing on adequate housing for veterans and their families. The recent episodes in England with returning veterans assuming squatters rights in many hotels, apartments and government buildings should be a potent lesson to municipal, state, federal, army and navy, building and labor leaders."

"Too much time, money and patience has already been lost by the veterans who deserve better treatment," Shannon asserted.

United States Steel Board To Meet Here

The board of directors of United States Steel Corporation will meet in San Francisco on Tuesday, September 24, according to an announcement from Irving S. Olds, chairman of the board.

● **The meeting** will mark the first time in the history of the corporation that the board has convened here in regular session.

Olds said that the meeting is part of an inspection tour of Utah and California. Members of the board will make first-hand observations of postwar industrial progress in the two states.

G. L. Fox, manager of the Industrial Department of the San Francisco Chamber of Commerce, commenting on the announcement, said: "The meeting of the board of U. S. Steel here is an indication of the increasing importance of the West in the minds of the major corporations of our country."

Shipment of Freight Cars Received by S. P.

More than 1700 new freight cars were delivered to Southern Pacific during August, A. T. Mercier, president of the railroad, reported last week.

● **This is an important** boost toward relieving the nationwide car shortage, Mercier said. Virtually all railcar construction was banned by the government during the war, he pointed out, and since V-J Day building of new equipment has been further delayed by material shortages and reconversion difficulties of manufacturers.

Since December, 1944, the railroad has ordered or authorized purchase of more than 10,000 new cars for freight service, including 5,000 new refrigerator cars for Pacific Fruit Express Company, of which Southern Pacific is half owner.

A total of 4,050 new freight train cars is scheduled to be in service by the end of this year, Mercier said, and deliveries of the other 6,000 are expected to be in substantial quantities early next year.

"A Program for Business"

will be outlined by

Sponsored by:
San Francisco Chamber of Commerce
San Francisco Commercial Club

WILLIAM K. JACKSON

President, Chamber of Commerce of the United States

At Luncheon in the Commercial Club

Monday, September 30, 1946

AN FRANCISCO CHAMBER OF COMMERCE
33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at $1.50 each at ncheon honoring William K. Jackson, on Monday, September 0, 1946, in the San Francisco Commercial Club, at 12 noon. Kindly enclose self-addressed envelope for forwarding tickets.)

(Telephone reservations accepted)

Name .....

HECK NCLOSED

Firm .....

Address .....

.....

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

★

Price $1.50 per plate
{ $1.46 plus 4c tax }

FOREIGN TRADE TIPS

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IMPORT-EXPORT

5697 CHINA—Central Trading Co., P.O. Box 13, Swatow, import-export firm, distributes any kind of goods, wants connections with manufacturers and distributors.

5703 STRAITS SETTLEMENTS—Lim Hoe Cheng & Co., 102 and 104 Malay Street, Penang, want import-export connections with merchants and manufacturers.

5706 SIAM—Sino-Siam Commercial Co., Ltd., Post Box 312, 1452/62 Songwad Road, Bangkok, offers teakwood, hardwoods, gum damar, gamboge, rattan, sticklac, shellac, coconut oil, castor oil, kapok, etc. Imports pharmaceuticals, surgical tools, building materials, machinery, electrical supplies, chemicals, fuels, food products, cotton piece goods, stationery, etc. Complete list at World Trade Department.

5715 ITALY—Edmondo F. Polacco, 24 Piazza Castello, Milan, wants selling agent for Chianti wine. Also will purchase American products.

5720 COSTA RICA—Productos Panamericanos, Apartado 667, San Jose, want agency or distribution rights for sale of food products, including dehydrated chicken, vegetable soups, gelatine, etc. Offer lumber.

IMPORT

5728 HONGKONG—Sterling Trading Co., P.O. Box 712, Hongkong, offers cotton goods, torches, batteries, bulbs, shoes, rattan ware, canned goods, camphor wood chests, tonkin canes, tsinglee canes, bamboo flower sticks, seagrass, mats and mattings, etc.

5733 ENGLAND—C. Machen & Hudson, 15 Irwell Chambers West, Fazakerley Street, Liverpool, 3, offer reproductions of antique furniture, including Chippendale and Hepplewhite chairs and tables, reproduction of Mary Queen of Scots chair, Dorothy Vernon's Settle from Haddon Hall, a Cromwellian chair, similar high grade pieces. This firm represents the manufacturer, H. Jarvis & Son with factory in Sheffield.

5745 HONDURAS—Jose E. Sanchez, Juticalpa, Honduras, offers gum rosin and oil of turpentine.

EXPORT

5751 PHILIPPINES—General Mercantile Company, Julian Teodoro St., Grace Park, Manila, wants paper, building materials, foodstuffs and general merchandise.

5755 SIAM—The New East Asia Co., Ltd., 260 Tarard Luang, Bangrak, Bangkok, wants saw mill supplies, including band saw blades, circular saw blades, transmission belts, steel wire rope, etc. Complete list and specifications at World Trade Department.

5771 SPAIN—Celta Company, San Marcos 29, Lugo, wants stationery products.

5773 MEXICO — Arturo Orendain, Angulo 171, Guadalajara, Jal., wants connections with producers of white and red grapes for wine-making, concentrated grape juice for wine-making.

REPRESENTATIONS, AGENCIES, DISTRIBUTION

5791 AUSTRALIA—Dainty Dinah Products, 107 Brunswick Street, Brisbane, want foodstuff lines, such as breakfast foods, biscuits, tinned fish, other items.

5799 SOUTH AFRICA—Harold J. Goodwin, P.O. Box 8184, Johannesburg, wants agencies. Especially interested in electric irons, mechanical toys, inter-office communication equipment, radios, novelties, etc.

5802 EL SALVADOR—Rafael de Geest, Apartado Postal No. 585, San Salvador, wants to represent American manufacturers of all kinds of goods.

List of Foreign S. F. Representatives Available

Complete lists of foreign government representatives in San Francisco are available in the World Trade Department of the Chamber.

The list includes consulate representatives, foreign commercial representatives, and foreign chambers of commerce.

Electronics Section To Study New Methods At Meeting Here

Results of the High Frequency Heating Conference held in San Francisco earlier this month will be reviewed by the Electronics Section of the San Francisco Chamber's Industrial Department at its first fall meeting Wednesday, September 25.

The Section was the initial sponsor of the Conference which was made an outstanding success through the cooperation of a total of 15 organizations ranging from the American Welding Society to the West Coast Electronic Manufacturers Association.

● **J. H. Gumz,** Pacific Gas and Electric Company, was general chairman of the Conference which was held in the auditorium of the Pacific Gas and Electric Company building. Through the cooperation of the company, various manufacturers of electronic devices installed typical equipment in the auditorium. This equipment was operated in the course of the conference.

Through speakers and other features of the program, manufacturers from all parts of the Bay Area were familiarized with the new devices and techniques which are now available as the result of developments in the electronics field.

Many of these new electronics devices are revolutionizing industrial processes. The industry promises to become one of the most important in the Area.

The Electronics Section of the S. F. Chamber's Industrial Department and Committee was established to promote development of this industry.

● **The conference,** which was attended by some 150 to 350 representative industrialists and technicians at each session, is part of the program.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. (Subscription, Five Dollars a year included in Annual Dues.) Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

Export Problems To Hold Spotlight At WAA Meet

A conference on export problems will be held in San Francisco this afternoon, according to announcement by the regional office of the War Assets Administration.

● **The conference will be held at the Palace Hotel at 1:30 p.m. and will be devoted largely to policies affecting export sales of surplus government property.**

Representatives of foreign governments, foreign trade missions and exporters have been invited to attend the meeting, according to R. L. Bearden, director of the regional WAA export division.

The export division was organized several weeks ago to be of service to exporters.

The meeting will consist of informative talks, a question and answer period and general discussions of problems connected with the export of surplus property.

Irwin to Bay Area Aviation Committee

Thomas G. Irwin, Director of the Bureau of Public Service, Public Utilities Commission, has been appointed to serve on the Bay Area Aviation Committee, according to an announcement by Edward V. Mills, chairman of the committee.

Irwin was appointed by Mayor Roger D. Lapham as the City of San Francisco's representative on the committee, and will act as alternate to B. M. Doolin, manager of the San Francisco municipal airport.

Employment in Manufacturing Jumps to 140,000 for August

Production workers in all manufacturing industries of the San Francisco Bay Area totalled 140,000 during the month of August, according to Paul Scharrenberg, State Director of Industrial Relations.

This increase over 122,000 reported in July is largely the result of seasonal expansion in food processing industries, Scharrenberg said.

The current total in all manufacturing industries compares with 185,300 a year ago.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• WAR ASSETS ADMINISTRATION

War Assets Administration's first comprehensive commodity listing of surplus war products obtainable at sales at site has been completed and is available for inspection in WAA field offices as a ready reference for the benefit of prospective purchasers, Administrator Robert M. Littlejohn announced today.

The commodity listing, a 30-page descriptive volume of what, where and when to buy at site sales marks a desired departure in WAA's previous pattern of acquainting the public with sales at site details principally by geographical locations of the sales, accompanied by only a minimum of information on items to be sold, Administrator Littlejohn explained.

WAA plans to issue a new commodity listing every 30 days with an index listing: merchandise, sale locations, priority buying periods for federal government, veterans, small business, state and municipalities, non-profit institutions and non-priority purchasers—all reported one month in advance of the listing's publication.

• CPA

To take care of baling requirements of agricultural products, as well as paper and rags, the Civilian Production Administration today again extended for sixty days the period during which War Assets Administration is required to channel Government surplus of **bale tie wire** to producers of bale ties.

Under Direction 17 to Priorities Regulation 13, as amended July 26, 1946, effective until September 30, 1946, WAA was required to set aside out of Government surplus, 7,500 tons of carbon steel black annealed or galvanized wire suitable for use in making wire bale ties. Under today's amendment this period is extended to November 30 because this amount has not yet been reached.

Bale ties are used for baling hay, straw, alfalfa and other farm products, and paper and rags.

C of C REPRESENTATIVE AT SUPERVISORS' MEETING

Attending the Board of Supervisors meeting Monday, Sept. 23, was:

William L. Montgomery, member, San Francisco Chamber Board.

William K. Jackson Speaks At Commercial Club Monday

William K. Jackson, president of the United States Chamber of Commerce, will address a special luncheon meeting of members of the San Francisco Chamber of Commerce and the Commercial Club Monday, September 30, according to an announcement from Brayton Wilbur, president of the San Francisco Chamber.

Jackson will speak on "A Program For Business."

• He became president of the United States Chamber in May of this year. Prior to that time he served as vice-president of the Chamber.

In private life, Jackson is general counsel and director of the United Fruit Company. He was born in Tennessee 59 years ago, but his home is now in Boston.

Graduating from high school at 13, Jackson attended the University of Florida for four years, emerging with a bachelor of arts degree at the age of 17.

He is also a graduate of the University of Virginia law school.

After private law practice Jackson went to Panama in 1909 as a member of the staff of General George W. Goethals, chief engineer of the Panama Canal. He became assistant attorney for the Isthmian Canal Commission and assistant attorney for the Panama Railway Company as well as assistant prosecuting attorney for the Isthmus. At the end of the year, Jackson was the prosecuting attorney. He was then 24. In 1914, his title had become United States District Attorney for the District of Panama.

• In 1915, Jackson reopened his private law practice, resigning his Panama connections.

In 1916, he married Katherine Mitchell of Milwaukee, a sister of the late General "Billy" Mitchell, pioneer American airman.

He served as a captain in chemical warfare during World War I.

Shortly after the close of the war, Jackson joined the United Fruit Company as general attorney. Two years later he became general counsel.

The Jacksons have five children.

Jackson has been active in the affairs of the Boston Chamber of Commerce and was president of that organization when elected president of the National Chamber.

Value of S. F. Exports Again Hits New High

The San Francisco-Oakland Customs District showed another increase in the value of export shipments through its ports in June and during that month handled 45 per cent of the value of all exports in the Pacific Coast area, it was reported today by the San Francisco Chamber of Commerce.

• The report, issued by the Chamber's World Trade Department, is based on figures released by the Bureau of Census of the United States Department of Commerce.

The value of exports from the Northern California Customs District increased from $34,000,000 in May to $35,000,000 in June, the largest monthly figure in the history of the port.

In terms of value of imports, San Francisco increased from $6,000,000 in May to $7,000,000 in June.

Congressional Subcommittee Meets on Naval Affairs

To consider current matters pertaining to the Navy, the sub-committee of the Congressional Naval Affairs Committee of the House of Representatives met at the San Francisco Chamber of Commerce last week.

• Present at the meeting were Congressmen Ed U. Izak of San Diego who served as chairman; Hugh de Lacey of Seattle; and Franck Havenner of San Francisco.

The Congressmen gave particular consideration to the problem of the government holding property in San Francisco which is tax free and not vitally needed at this time.

During the meeting, the Naval Affairs committee of the Chamber called attention to the importance of continuing highest maintenance and work levels at the United States Naval Yard at Hunters Point.

Today Last Registration Day

Today is the last day for citizens of San Francisco to register for voting, according to an announcement from the San Francisco Junior Chamber of Commerce.

• The Junior Chamber is sponsoring a drive to get all eligible citizens to register.

San Francisco Housing Survey

A total of 41,500 dwelling units in this city is needed to provide adequate shelter for the present population, according to an appraisal of the housing situation in San Francisco by the Research Department of the San Francisco Chamber of Commerce.

• **The study** reveals 241,442 actual dwelling units in San Francisco either available or provided for by building permits authorized up to September 1, 1946. Of this total, 5,900 dwelling units were temporary war housing and another 2,000 were classified as unfit for use by the pre-war Real Property Inventory. This leaves a balance of 233,542 permanent and habitable dwelling units.

Against this supply of permanent housing, the requirements of the current population based on pre-war occupancy rate is estimated to be 275,008 dwelling units.

The survey states that on the basis of a five-year building program, and a need of 41,500 dwelling units, production should be increased to about 8,000 units per year to meet present demands.

• **The Research Department** points out that the analysis is based on housing requirements for the current population, but it is reasonable to assume that there will be an additional demand of between 2,500 and 3,000 homes for newcomers and the newly-married. This brings the average requirements for the next five years to between 10,000 and 11,000 units per year.

Copies of the Survey are available in the Research Department

TABLE I
AVERAGE COST OF DWELLING UNITS IN SAN FRANCISCO BASED ON BUILDING PERMITS ISSUED DURING YEAR

Month	Average Dwelling Unit Cost All Dwellings	Single Family
August 1945	$4,636	$4,950
December 1945	5,410	5,889
April 1946	5,430	5,673
August 1946	5,895	5,933

TABLE II
DISTRIBUTION OF RESIDENT POPULATION BY RESIDENT-OCCUPIED DWELLING UNITS IN SAN FRANCISCO
Based on 1944 Special U. S. Census

Number of Resident Occupants per Dwelling Unit	Resident-Occupied Dwelling Units (a) Number	Per Cent	Resident Occupants Accommodated (b) Per Cent
1 Person	44,135	19.21	7.16
2 Persons	81,970	35.67	26.60
3 Persons	50,575	22.01	24.62
4 Persons	29,715	12.93	19.28
5 Persons	12,705	5.53	10.31
6 Persons	5,320	2.32	5.18
7 Persons	2,380	1.04	2.70
8 Persons	1,225	0.53	1.59
9 or more Persons	1,750	0.76	2.56
Total	229,775	100.00	100.00

(a) Does not include Resident-occupied rooms and suites in Hotels and Dormitories.
(b) Residents occupying dwelling units accounted for 88% of resident population; the remainder occupied other types of housing, including rooms and suites in Hotels and Dormitories.

TABLE III
DISTRIBUTION OF RESIDENT-OCCUPIED DWELLING UNITS IN SAN FRANCISCO BY NUMBER OF ROOMS
Based on 1944 Special U. S. Census

Number of Rooms	Resident-Occupied Dwelling Units Number	Per Cent	Resident-Occupied Rooms and Suites in Hotels and Dormitories Number
1 Room	12,670	5.51	50,960
2 Rooms	35,910	15.63	1,995
3 Rooms	36,750	15.99	875
4 Rooms	43,925	19.12	175
5 Rooms	60,130	26.17	
6 Rooms	26,355	11.47	
7 Rooms	7,700	3.35	
8 Rooms	3,325	1.45	
9 or more Rooms	2,485	1.08	
Not Reported	525	0.23	210
Total	229,775	100	54,215

TABLE IV
ANALYSIS OF THE HOUSING FACILITIES IN SAN FRANCISCO
Based on 1940 U. S. Census

OCCUPANCY		
Total Dwelling Units	222,176	
Occupied Dwelling Units		92.7%
Owner-occupied		29.0%
Tenant-occupied		63.7%
DWELLING UNITS BY STRUCTURE TYPE		
Total Dwelling Units	222,176	
Single Family		33.98%
1 and 2-Family		47.59%
3 and Over Family		49.42%
Other Combination including Commercial Facilities		2.99%

RESEARCH...

The Chamber Gets the Facts

As an aid to business with factual information and complete background data, the Chamber's Research Department does a painstaking, accurate job of analysis and research.

With a national reputation in the fields of economic and industrial research, the department staff conducts continuing surveys in all phases of San Francisco business and economic life, often working in collaboration with other Chamber departments and outside sources to bring you a detailed, comprehensive picture.

RALPH B. KOEBER
Manager
Research Dept.

SERVICES

- **Monthly** survey of business conditions in San Francisco.
- **Annual** economic survey on San San Francisco and the Bay Area.
- **San Francisco** maps and literature.
- **Data** on economic facts—population, cost of living, employment, etc.
- **Business** reference library.
- **Directories**—commercial and city.
- **Accurate** current data on over 1,000 local and regional business, civic and social organizations.
- **Census** tract information.
- **Compilation** of special lists.
- **Special surveys** on current matters pertinent to business welfare and growth of the community.
- **Background studies** supplementing activities of other Chamber departments and committees.
- **Preparations** of graphs, charts, statistical tabulations.
- **Preparation of special** maps relating to economic subjects.

List of Bulletins Available to You . . .

1. San Francisco and Bay Area—1946 Economic Survey
2. Business Conditions—San Francisco Bay Area Monthly
3. Organization Lists—Classified as follows:
   - Agriculture
   - Business
   - Civic and Improvement
   - Foreign
   - Military
   - Government and Political
   - Industrial and Trade
   - Professional
   - Religious, Social and Historical
   - Transportation
   - Luncheon Clubs
4. Special Lists—
   - Selected Employers
   - Employment Agencies
   - Private Schools
   - Schools Approved for Veterans' Training
   - Banks
   - Realtors
   - Hospitals
   - Hotels
   - Books About San Francisco
   - Prominent Districts and Points of Interest
5. Special Studies—
   - Population
   - Markets
   - Housing
   - Historical Background
   - Employment
   - Future Outlook
6. City Map Folder—"What to See and Do in San Francisco"

Competent Analysis — Complete Information

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin," issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 18. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITORS

5804 SOUTH AFRICA—J. McCaul, Director, Industrial Research Association, Ltd., Johannesburg, is now in New York for purpose of securing representation for South Africa on industrial and agricultural machinery, machine tools, process machinery, automotive parts and garage equipment and supplies, hotel and restaurant equipment, hospital supplies and equipment, gold mining equipment, household utilities, and toys and games. Also canned delicacies such as prawns, crab, lobster, tuna. He does not plan to come to San Francisco this trip but can be reached c/o International Associates, 27 East 38th St., New York, N. Y.

5805 CHINA—Theo. K. Ching, now in San Francisco, is interested in contacting chemical industries, especially for insecticides used in agriculture. Also wishes tools of all descriptions and water heaters. Mr. Ching can be reached c/o Tai W. Lung, 1017 Stockton St., San Francisco.

5806 AUSTRALIA—K. B. Short, overseas representative of N. H. Bowers & Leard Pty., Ltd., 60 Hunter Street, Sydney, spent a day in San Francisco on his way to New York. His firm is interested in representations for engineering machinery and equipment, foundry equipment, office systems and general novelties. Mr. Short will spend two months in New York and mail addressed to him there should be c/o National City Bank, 55 Wall Street, New York, N. Y.

IMPORT

5810 CHINA—Moeng Po' Manufacturers & Co., 901 Rue Amiral Bayle, Shanghai, offer all kinds of silks and embroidered silk articles, such as neckties, scarfs, lingeries, cushions, table-cloths, also silk hose. Sample of all-silk, hand-made scarf may be seen at World Trade Dept., S. F. Chamber of Commerce.

5813 INDIA—Murchison Dave & Company, Sialkot City, offer best quality sporting goods.

5816 IRAN—Marand Company Limited, Foreign Trade Dept., Avenue Saadi, Teheran, offer textiles and raw products, such as furs, hides, gums, nuts; also have silver and brassware.

5819 FRANCE—Societe D'Importation France-Amerique, has established branch office in San Francisco under direction of Rene E. Texier, 833 Merchants Exchange Bldg., for facilitation of sales of French products, such as cognac, brandy, champagne, liqueurs, perfumes, fancy foods, fancy jewelry (ceramics, enamel and porcelain). Also wish to be of special service to firms sending buyers to France.

5826 NICARAGUA—Cia. Nic. Exp. de Maderas, S.A., Managua, offers Nicaraguan woods, especially Pochote.

EXPORT

5831 FIJI—Island Souvenirs, Victoria Parade, Suva, wish price lists and samples of American gold-dipped costume jewelry.

5837 SIAM—The Wholesalers' Co-operative Society, Bangkok, want all kinds of general merchandise and canned goods.

5840 GREECE—Spiro Orestes Zervos Co., Corfu, wishes complete installation for preparing and packing sardines, and supplementary installation for canning marmalade.

5843 MEXICO—Ricardo L. Ortiz, J. Mendez Nte. 1245, Monterrey, N. L., wants galvanized and ungalvanized tubing, ungalvanized sheeting, barbed wire, corrugated steel rods (flexible) and cement.

REPRESENTATIONS, AGENCIES, DISTRIBUTIONS

5853 AUSTRALIA—Taylor Hylton & Co., 65-69 York Street, Sydney, wants representations of general merchandise; especially interested in jewelry and gift lines.

5858 SOUTH AFRICA—L. Raphaely & Son, P. O. Box 447, Cape Town, wants to represent suppliers of canned asparagus and canned vegetables.

5871 PUERTO RICO—Rafael Rodriguez Barril, Inc., P. O. Box 3668, San Juan, wants to represent manufacturers of building material and hardware lines, etc.

5878 PERU—Coordinacion Mexicana - Peruana S.A., Apartado 365, Lima, wants representations. Has offices in Buenos Aires, and in Barcelona, Spain.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. (Subscription, Five Dollars a year included in Annual Dues.) Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

AUGUST INDUSTRIAL EXPANSION — *By the Chamber's Industrial Department*

Forty-six new plants representing outlays of $12,241,500 and 33 expansions costing $4,107,400 for a total of $16,348,900 in investments, were announced by the San Francisco Chamber's Industrial Department for northern California during August, 1946.

The Bay Area (12 Counties) accounted for 40 of the new plants at $11,074,500, and 24 of the expansions to cost $3,818,400.

Total Bay Area developments for 1946 through August greatly exceed those for the same period last year and summarize as follows: 425 new plants at $40,524,625, and 328 expansions representing $52,696,165, for a total of 753 projects aggregating $93,220,790 in total investments. Comparative figures for the same period last year were 193 new ventures costing $22,931,800 and 166 expansions costing $39,635,900, totaling 359 projects at $62,567,700.

- **August 1946** projects summarize as follows:

San Francisco	
8 new plants	$280,000.
8 expansions	223,300.
16 total, providing 157 jobs	$503,300.
Bay Area (12 Counties)	
40 new plants	$11,074,500.
24 expansions	3,818,400.
64 total	$14,892,900.
Northern California (48 Counties)	
46 new plants	$12,241,500.
33 expansions	4,107,400.
79 total	$16,348,900.

Among new Bay Area developments announced during August are:

- **American Radiator and Standard Sanitary Corporation** acquired 5½-acre site in Richmond for a $3,500,000 plant to manufacture plumbing supplies. Expect to be in production in 1947.
- **Graham Industries Inc.**, Oakland, announced organization of four enterprises to manufacture semi-fabricated homes, motor trucks, commercial refrigeration and furniture, as well as Graham Drydocks to repair ships. Total investments will aggregate more than $3,000,000.
- **Blaw-Knox Corporation** of Pittsburgh, Pa., purchased 26-acre site north of Santa Clara for $1,000,000 plant to manufacture food processing and road building equipment.
- **Adrian Manufacturing Company**, San Jose, will erect new $100,000 plant on 5-acre site on Phelan Avenue extension to manufacture pumps, street sweepers, and trailers.
- **Western Associates, Inc.**, a new corporation, will take over Carleton-Western, Inc., and erect $35,000 factory building in San Carlos to manufacture waxes, insecticides, et cetera.
- **Mangrum Holbrook & Elkus**, San Francisco, purchased Anderson Bros. planing mill at Quint and Custer Streets for expansion of restaurant and store fixture manufacturing business. Expansion represents $100,000 investment and 75 new jobs.
- **San Francisco Sulphur Company** was granted CPA permit to erect $57,000 new plant adjoining present facilities in Berkeley for manufacturing agricultural insecticides.
- **Tidewater Associated Oil Company** awarded contract to Bechtel Bros., McCone for construction of $2,500,000 crude oil distillation unit for expansion of refinery at Avon, Contra Costa County.
- **Burke Rubber Company**, San Jose, will erect $60,000 addition to present plant. Company manufactures rubber conveyor rolls for canneries and tires for small toys.

Chamber to Act As Service Bureau For District Information

In another move to strengthen relations with the outlying districts of the city, the Retail Merchants Association of the San Francisco Chamber of Commerce this week announced a plan to act as a service bureau for the various district merchants associations.

- **In announcing** the plan, D. P. Street, managing director of the Retail Merchants Association, pointed out that many of the problems of the districts and the downtown retailers are inter-related and that an exchange of information between the two groups would be beneficial to all.

Street said: "We want to have the Retail Merchants Association act in the capacity of a service bureau or a clearing house for information on district activities. There are interesting promotions, opportunities for joint employee educational programs, the pressing problem of traffic and parking and many other projects."

Transportation Board Considers Car Shortage

Seriousness of the freight car shortage situation highlighted the two-day meetings of the Pacific Coast Transportation Advisory Board in Los Angeles last week, according to Walter A. Rohde, Manager of the Transportation Department of the San Francisco Chamber of Commerce.

- **Commenting** on the meeting, Rohde pointed out that it has been necessary to retire from service many cars which were in use during the war. In addition, the percentage of bad-order cars is very high and although the railroads are making strenuous efforts to restore them to service, they are confronted with serious manpower and material shortages.

"The net result is that there are now on the nation's railroads 33,500 fewer serviceable cars than were available two years ago. Over 53,000 new cars are on order but deliveries are behind schedule because of shortage of materials," Rohde said.

Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, October 3, 1946 | Number 40

General Business Activity

Thumb Nail Sketch: by the Research Department

• TREND

General business activity in San Francisco in August, based on our index at 213.9, rose 4.1% above July and 14% above last August. The average for the first eight months was up 5.3% above the same period last year.

At the end of the eight-month period real estate sales in San Francisco had broken all previous annual records and amounted to $190,848,789. This surpassed the all-time annual high of $182,907,216 made in 1925. Building permits for the eight-month period more than tripled the total for the same period last year. Dwelling units provided for during the eight months totaled 2,234 and are up 69%, while the value of new residential permits is up over 100%.

Bank debits for the cumulative period are up 8.7%, and stock exchange transactions 101.7% in number and 49.8% in value. Postal receipts settled 55% compared to last year, chiefly due to decreased activity of the overseas mail. Exports through the San Francisco-Oakland Custom Districts during the first half of 1946 attained the highest in the history of the port. Despite merchandise shortages and strict export controls on many items, the export volume for the first six months amounted to $156,059,000, and imports to $40,411,000, and this district continued as the leader on the West Coast.

• MANUFACTURING INDUSTRIES

Production workers employed in manufacturing industries in the San Francisco Bay Industrial Area in August totaled 138,300 compared to 122,900 in July, according to the State Department of Industrial Relations. Employment in the non-durable industries rose to 75,800 from 61,200 in July; durable to 62,500 from 61,700. A year ago August the total employed was 185,300, of which 65,900 were in the non-durable and 119,400 in the durable group. August production workers payroll was up 178.5% above the 1940 pre-war level but 32% below last August. Average weekly earnings in August amounted to $53.42 compared to $50.88 in July and $58.28 last August. Average hourly earnings amounted to $1.308 in August, $1.321 in July and $1.340 in August last year. Hours worked per week were 40.8 compared to 38.5 in July and 43.5 last August.

During August 460 industrial plants with outlays of $12,231,500 were reported in Northern California by the Chamber's Industrial Department, and 33 expansions totaling $4,107,400 bringing the total investment to $16,348,900. Of this total the Bay Area accounted for $11,074,500 in new plants and $3,818,400 in expansions. This brings the 8 months' cumulative for the Bay Area to 425 new plants with investment of $40,524,625 and 328 expansions with investment of $52,696,165.

• RETAIL TRADE

Department store sales in the San Francisco-Oakland Metropolitan Area during August were 36% above last year, with the 8 months' cumulative up 20% compared to 35% and 19% in San Francisco; 37% and 22% in Northern California, and 40% and 28% in Southern California. Sales in California and the Twelfth Federal Reserve District were both 39% over last August and 25% for the cumulative period.

Sales of independent stores during July, according to the latest Census reports, were up 20% compared to July last year. Sales for the first seven months compared to the same period last year for several Bay Area Cities are as follows: San Francisco 15%; Oakland 16%; Berkeley 22%; San Jose 32%; Palo Alto 40%; Pittsburg 28%, while sales in the State were up 22%.

In San Francisco, independent store sales reported by kinds of business for the first seven months compared to the same period last year reveal department store sales up 18%; food group 13%; eating and drinking places 3%; liquor store packaged goods 3%; florists 6%; drug stores 8%; apparel group 13%; jewelry stores 12%; automotive 66%, furnishings, household and radios 35%; and lumber, building and hardware 14%.

Sales subject to retail sales tax in San Francisco during the fiscal year ended June 30, 1946, recently reported by the State Board of Equalization, amounted to $1,003,017,240 or 17.4% above last year. Sales for the quarter ended June 30, 1946, amounted to $276,529,920, or 27.17% above a year ago.

• WHOLESALE SALES

Partly due to relaxation of price controls, July sales of merchants wholesalers on the Pacific Coast were up 31% over last July and 4% over June, compared to increases of 35% and 7% respectively for the nation. Wholesale sales for the first seven months on the Pacific Coast were up 19% compared to 23% for the nation.

(Continued on page 4)

HIGH SPOTS — SAN FRANCISCO CHAMBER of COMMERCE CURRENT PROJECTS

October, 1946

• HOUSING STUDY

Chamber has made complete survey of housing problem, showing need for over 40,000 homes. Campaign under way to get relief from crippling restrictions in building.

• APPRAISERS STORES FACILITIES

Chamber seeks relief of congestion in customs house by asking Washington for adequate facilities at Appraisers Stores Building.

• SHEET STEEL SUPPLY

Drive under way to get more sheet steel for Bay Area fabricators and contractors affected by nationwide shortage.

• NEIGHBORHOOD RELATIONS

Weekly series of radio programs has just been started, centered on meetings in different neighborhoods to confer on local problems.

• WATER POLLUTION

Chamber program to solve problems of water pollution adopted by California State Government.

YOUR CHAMBER WORKS FOR YOU

WELCOME, LEGIONNAIRES!

Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY	AUGUST 1946	AUGUST 1945	PER CENT CHANGE	1946 8 MONTHS	1945 8 MONTHS	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY						
S. F. C of C Index 1935-39 Avg. = 100	213.9	187.6	14.0	207.8	197.3	5.3
CONSTRUCTION PERMITS						
Total (number)	756	432	75.0	5,739	3,370	70.3
(value)	2,806,424	1,282,793	118.8	30,864,353	9,432,252	227.2
Residential, New (number)	253	90	181.1	1,581	986	60.3
(value)	1,874,690	528,500	254.7	10,624,914	5,256,650	102.1
Dwelling Units (number)	318	114	178.9	2,234	1,321	69.1
Single-Family Dwellings, New (number)	197	66	198.5	1,558	651	139.3
(value)	1,168,740	326,700	257.7	8,803,234	2,754,250	219.6
Non-Residential, New (number)	20	6	233.3	217	74	193.2
(value)	219,869	113,800	193.2	9,676,376	1,476,840	555.2
Additions, Alterations and Repairs (number)	483	232	108.2	3,547	1,619	119.1
(value)	711,865	605,224	17.6	8,474,853	2,304,949	267.7
REAL ESTATE						
Sales (number)	1,817	1,430	27.1	15,353	10,491	46.3
(value)	23,099,301	16,157,593	43.0	190,848,789	114,611,141	66.5
Mortgages and Deeds of Trust (number)	1,744	1,228	42.0	13,189	19,701	-33.1
(amount)	15,651,692	8,501,792	84.1	131,041,297	70,261,868	86.5
RETAIL DEPARTMENT STORE SALES						
San Francisco (index)	242	185	30.8	226	190	18.9
FINANCE						
Bank Debits ($000)	1,926,748	1,633,802	17.9	14,995,999	13,790,422	8.7
Bank Clearings ($000)	1,591,808	1,266,524	25.7	11,700,407	10,172,441	15.0
Postal Receipts ($)	1,472,180	4,746,708	-69.0	15,250,220	34,270,383	-55.5
San Francisco Stock Exchange (no. shares traded)	875,299	508,876	72.0	10,749,630	5,329,356	101.7
(market value)	15,067,601	10,903,666	38.2	162,938,485	108,742,456	49.8
COMMERCIAL FAILURES (number)	2	0		16	6	166.7
Liabilities ($)	79,910	0		304,951	90,047	238.7
Assets ($)	24,748	0		214,659	11,285	1802.1
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)						
Employment (index)	164.9	221.1	-25.4	126 0	243.2	-48.2
Payrolls (index)	278.5	410.4	-32.1	207.0	472.1	-56.2
NON-MFG. INDUSTRIES (5 Co.'s) (a)						
Laundering, Cleaning, Dyeing (payroll)	171.3	160.4	6.8	169.5	166.4	1.9
Wholesale Trade (payroll)	180.4	149.4	20.7	168.1	151.9	10.7
Retail Trade (payroll)	182.3	138.0	32.1	166.3	138.6	20.0
Hotels (payroll)	239.5	203.9	17.5	229.7	200.9	14.3
PLACEMENTS IN S. F.—U. S. E. S.	5,095	7,922	-35.7	32,874	86,101	-61.8
Industrial Placements (number)	4,039	6,869	-40.2	25,133	76,537	-67.2
Commercial Placements (number)	1,056	1,053	0.3	7,741	9,564	-19.1
TRANSPORTATION						
Freight Car Movements (number)	24,149	29,201	-17.4	183,232	247,112	-25.9
San Francisco Airport Traffic (no. planes)	(h)	3,063		(h)	20,693	
(no. passengers)	(h)	50,000		(h)	277,381	
Express Shipments—Rail (number)	378,911	349,882	8.3	3,066,634	2,691,213	13.9
Air (number)	17,401	11,210	55.2	136,114	82,415	65.2
Air Mail Loaded (pounds)	(h)	1,655,782		(h)	14,366,454	
WORLD TRADE						
Vessel Arrivals with Cargo (number)	275	333	-17.4	2,038	2,361	-13.7
(net registered tons)	1,219,957	1,390,971	-12.3	8,925,177	10,021,810	-10.9
Vessel Departures with Cargo (number)	274	312	-5.8	2,052	2,404	-14.6
(net registered tons)	1,230,106	1,324,079	-7.1	8,870,984	10,312,464	-14.0
Exports—Value (millions of dollars)	35.074(d)	21.336(e)	64.4	156.059(f)	122.805(g)	27.1
Quantity (millions of pounds)	496.0(d)	189.0(e)	162.4	2,744.4(f)	1,224.2(g)	124.2
Imports—Value (millions of dollars)	7.051(d)	4.685(e)	50.5	40.411(f)	30.178(g)	33.9
Quantity (millions of pounds)	72.9(d)	41.5(e)	75.7	441.0(f)	395.4(g)	11.6
UTILITIES AND NEW DEVELOPMENTS						
Electric Energy Sales Index (k.w.hrs.)	178	173	2.9	182	186	-2.2
Industrial and Commercial Gas Sales (cu.ft.)	1,053,897,200	1,065,382,100	-1.1	8,564,061,500	8,797,281,900	-2.7
Water Consumers (net gain)	362	127	185.0	1,731	1,570	10.3
Tourist and Settler Inquiries (number)	422	140	201.4	2,753	970	183.8
DAIRY RECEIPTS, FRUITS AND VEGETABLES						
Butter (pounds)	2,939,882	2,933,364	0.2	12,293,666	37,910,318	-67.6
Cheese (pounds)	1,875,143	1,300,007	44.2	10,466,974	11,157,325	-6.2
Eggs (cases)	82,978	98,213	-15.5	747,328	1,083,998	-31.1
Poultry, Dressed (pounds)	2,170,831	674,657	221.8	12,665,371	12,043,269	5.2
Fruits and Vegetables (carlots)	2,481	2,324	6.8	16,083	15,733	2.2
LIVESTOCK SLAUGHTER (b) (total number)	184,977	204,168	-9.4	1,632,906	1,607,007	1.6
Cattle (number)	42,661	43,323	-1.5	335,927	338,260	-0.7
Calves (number)	12,496	17,521	-28.7	86,351	96,469	-10.5
Sheep and Lambs (number)	95,073	118,064	-19.5	854,695	930,833	-8.2
Hogs (number)	34,747	25,260	37.6	355,932	241,445	47.4
S. F. LIVING COSTS 1935-39 Avg. = 100						
Food (index)	180.6	147.1	22.8	156.8	147.2	6.5
Clothing (index)	153.8	143.0	7.6	149.9	142.4	5.3
Rent (index)	106.7	106.3	0.4	106.4	106.3	0.1
Fuel, Electricity, and Ice(c) (index)	82.3	92.9	-11.4	87.5	92.7	-5.6
Gas and Electricity (index)	72.7			79.6		
Other Fuel and Ice (index)	114.9			113.5		
House Furnishing Goods (index)	132.4	132.2	0.2	131.2	132.0	-0.6
Miscellaneous (index)	138.0	133.1	3.7	135.6	732.3	2.5
All Items (index)	147.2	132.5	11.1	137.2	132.2	3.8

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.
(b) Federal Inspection—San Francisco District.
(c) Gas costs have declined since 1925 and electricity costs since 1921.
(d) June 1946 latest available.
(e) June 1945
(f) 6 months cumulative 1946.
(g) 6 months cumulative 1945.
(h) Not available for Survey.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this Survey compiled by the Research Department, San Francisco Chamber of Commerce.

"Industry's Stake In Youth Service"

A Special Luncheon

Sponsored by:

San Francisco Chamber of Commerce
San Francisco Y. M. C. A.

Thursday Noon, October 17, 1946

Presenting:

ROY SORENSON

Managing Director Y. M. C. A. of San Francisco

Serving for the past ten years as Associate General Secretary of the National Council of the Y. M. C. A., Mr. Sorenson recently came to San Francisco to take over the leadership of the city's Y. M. C. A.

Luncheon in the Palace Hotel, Rose Room, $2.05

AN FRANCISCO CHAMBER OF COMMERCE
33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at $2.05 each at ıncheon honoring Roy Sorenson, on Thursday, October 17, 946, in the Palace Hotel, Rose Room, at 12 noon.
Kindly enclose self-addressed envelope for forwarding tickets.)

(*Telephone reservations accepted*)

Name .....

HECK
NCLOSED

Firm.....

Address .....

.....

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

★

Price $2.05 per plate
($2.00 plus 5c tax)

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACTS OF CONGRESS OF AUGUST 24, 1912, AND MARCH 3, 1933, of BAY REGION BUSINESS, published weekly at San Francisco, California, for September 19, 1946.

State of California.
County of San Francisco—ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared Will Williams, who, having been duly sworn according to law, deposes and says that he is the Editor of the Bay Region Business and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, San Francisco Chamber of Commerce, 333 Pine St., San Francisco 4, California; Editor, Will Williams, San Francisco Chamber of Commerce, 333 Pine St., San Francisco 4, California.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.) San Francisco Chamber of Commerce, 333 Pine St., San Francisco 4, California; Brayton Wilbur, President; Carl J. Eastman, First Vice President; J. F. Barrett, Treasurer.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the twelve months preceding the date shown above is 8200.

(Signed) WILL WILLIAMS,
Editor.

Sworn to and subscribed before me this 19th day of September, 1946.

(Seal) (Signed) FLORENCE HANEY.
(My commission expires May 23, 1949.)

NEW TIME FOR CHAMBER RADIO PROGRAM

Starting Tuesday, October 8, "Bay Region Business," weekly business newscast sponsored by the Chamber, will be heard at 10:30 P. M. each week over station KQW.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. (Subscription, Five Dollars a year included in Annual Dues.) Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

GENERAL BUSINESS ACTIVITY—*Continued*

PACIFIC COAST WHOLESALERS' SALES AND INVENTORIES
July 1946 compared to July 1945

KIND OF BUSINESS	Sales % Change	Inventories % Change
Automotive Supplies	42	11
Clothing and Furnishings, except Shoes	30	d
Shoes and other Footwear	38	15
Dry Goods	85	d
Electrical Goods	65	71
Fresh Fruits and Vegetables	-23	d
Furniture and House Furnishings	79	204
Groceries and Foods, except Farm Products	14	47
Confectionery	83	62
Meats and Meat Products	93	35
Beer	-10	8
General Hardware	43	31
Industrial Supplies	5	20
Plumbing and Heating Supplies	-11	d
Lumber and Building Materials	31	-9
Machinery, Equipment and supplies except Electrical	20	34
Metals	0	d
Tobacco and its Products	31	39
Leather and Shoe Findings	21	10

d—Insufficient data to show separately.

• EMPLOYMENT

Weekly reports issued by the State Department of Employment reveal an irregular trend during recent weeks in the unemployment field, illustrated by the following:

SAN FRANCISCO UNEMPLOYMENT

WEEK ENDING	August 1	Sept. 5	Sept. 12	Sept. 19
Total Claims Filed	16,697	12,503	21,241	18,217
Compensable Claims	8,369	5,387	8,698	8,308
Commercial	1,396	1,158	1,170	1,643
Industrial	6,973	4,229	7,528	6,665

• **Forecasts of civilian employment** in California through November by major industry groups submitted to the Governor of California by the joint research staffs of several State Agencies on September 5, 1946, reveal the following:

FORECAST—CIVILIAN EMPLOYMENT IN CALIFORNIA*

INDUSTRY GROUP	April 1940 Actual	September 1946	October 1946	November 1946
Agriculture, Forestry and Fishing	268,000	470,000	420,000	360,000
Mining	46,000	42,000	42,000	42,000
Manufacturing	409,000	715,000	685,000	670,000
Construction	138,000	195,000	195,000	190,000
Transportation, Communications and Utilities	184,000	290,000	285,000	280,000
Trade	551,000	730,000	730,000	735,000
Service, including Finance	617,000	678,000	680,000	683,000
Government	237,000	432,000	427,000	423,000
Unclassified	32,000	20,000	20,000	20,000
Total Employment	2,482,000	3,572,000	3,484,000	3,403,000
Non-Agricultural	2,214,000	3,102,000	3,064,000	3,043,000

*—Based on best economic trend but allowing for uncertainties, the above forecasts would be reduced between 2% and 3%.

• COST OF GOODS

Cost of goods purchased in San Francisco, according to the U. S. Department of Labor indexes for all items, has risen 9.2% during the past three months, and accounted for 82.9% of the increase experienced during the past year.

Food costs during this period climbed 20.1% compared to 22.8% during the entire year; clothing 2.8% compared to 7.6% for the year; rents still remain practically constant with 0.4% increase during the past year; house furnishings likewise remain practically constant, increasing only 0.2% during the year. In contrast to the rising costs on the above items, the fuel, ice and electricity item has dropped 4.2% during the past three months and 11.4% during the past year, influenced by reduction of gas and electricity rates.

ACTUAL INDEXES OF COST OF LIVING ITEMS IN SAN FRANCISCO 1946
Average 1935-1939=100 Index

	May 15, 1946	August 15, 1946
Food	150.4	180.6
Clothing	149.6	153.6
Rent	106.4	106.7
Electricity	85.9	82.3
House Furnishings	131.4	132.4
Miscellaneous	134.9	138.0
Total	134.8	147.2

• TAXABLE PROPERTY EXEMPTIONS

Veterans' exemptions on taxable properties in the San Francisco Bay Area in 1946 numbered 59,538 with value amounting to $47,807,819 compared to 54,472 in 1945 with value of $41,400,900. The average exemption in 1945 amounted to $760 compared to $803 in 1946. The report from the State Board of Equalization by counties included only eight Bay Counties, as Solano County had not reported during 1946. The San Francisco exemptions in 1946 numbered 22,095 amounting to $14,423,239, compared to 16,648 valued at $10,835,325 for 1945. Reports for the State as a whole show 210,198 veterans received exemptions totaling $161,713,727 in 1945 and 277,345 valued at $192,786,094 in 1946.

Other exemptions listed in the Bay Area in 1946 included 38 colleges with property valued at $12,629,090 and 146 welfare agencies with property valued at $8,740,104. State totals reported 69 colleges amounted to $26,669,395 and 548 welfare agencies with exemptions of $22,826,614.

Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, October 10, 1946 | Number 41

WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• PROPERTY DISPOSAL

The four major changes in the organization of the Office of Real Property Disposal for the purpose of improving coordination of activities between the field and Washington headquarters and expediting the nation-wide program of surplus real property disposal, as announced by the War Assets Administration, are as follows:

• **Restoration** to all WAA Regional Directors of responsibility for the disposal of surplus real property in their respective regions. This rescinds a directive of April 25, 1946, placing responsibility for disposing of real property in the hands of 14 Deputy Regional Directors for Real Property Disposal who reported directly to Washington. Under the new procedure, Regional Directors will be in charge of all WAA activities in their respective jurisdictions, including the disposal of real property.

• **Appointment** of a Zone Real Property Director in each of the six WAA Zones recently established by WAA Administrator Littlejohn - San Francisco, Chicago, Dallas, Kansas City, Atlanta, and Philadelphia. The responsibilities of the WAA Zone Real Property Directors will include the supervision of WAA Regional Directors with regard to real property disposal functions; coordination of efforts within each zone to dispose of surplus real property; promotion of sales and disposals; and the development of highest efficiency in the management of real property operations.

• **Reorganization** of the Real Property Disposal Board so that its membership, which consists of 7 members, shall be entirely independent of any connection with the operating divisions of the WAA Office of Real Property Disposal. This Board shall exercise final decision in the disposal of all surplus real property.

• **Establishment** of a Planning and Research Division which will review all disposals to date, prepare supplementary reports to the Congress, and plan the long-range program for the expeditious disposal of surplus real property.

• WAA BIDS

Under new streamlined instructions, WAA Regional Directors may now call immediately for competitive bids after fixed price offerings have proved unsuccessful or inappropriate. The priority and preference requirements of disposal, as specified by Congress, and the fixed price method of sale will remain the basic method to be followed whenever the fair market value of the surplus can be determined in advance.

YMCA Director to Speak at Palace Hotel October 17

Roy Sorenson, managing director of the Y.M.C.A. of San Francisco, will be guest speaker at a luncheon sponsored by the San Francisco Chamber of Commerce and the San Francisco Y.M.C.A., Thursday, October 17, 1946, in the Rose Room of the Palace Hotel.

"Industry's Stake in Youth Service" will be the subject of Sorenson's speech.

Serving for the past ten years as Associate General Secretary of the National Council of the Y.M.C.A., Sorenson has held leading positions in allied social work fields. He has conducted community surveys of public and voluntary agencies for Community Chests in Boston, Cincinnati, Denver, Los Angeles, Hartford, Honolulu, Louisville, Kansas City, Minneapolis, Pittsburgh, Providence, Wichita and other communities.

• **Sorenson** is now chairman of the Coordinating Committee of the Associated Youth Serving Organizations, Inc., chairman of the United States Children's Bureau Committee on Leisure-Time Services for Children, and member of the National Recreation Policies Committee; president of the Board of Community Surveys Associated; member of the Editorial Advisory Committee of the Survey Mid-Monthly; and a member of the Board of Trustees of the National Child Labor Committee.

A graduate of the University of Wisconsin, Sorenson served the Milwaukee Association as High School Secretary in 1923 and as City Boys' Work Secretary from 1923 to 1927. Since that time he has served on the National Council of the Y.M.C.A.s as a member of the National Boys' Work Staff, member of the National Y.M.C.A. Program Services staff and, since 1936, as Associate General Secretary. He has directed extensive Y.M.C.A. administrative and program studies in Baltimore, Hartford, Seattle, St. Louis, Omaha, Philadelphia and Toronto.

Traffic Safety Steps Sought by San Francisco Chamber

Two steps to reduce the large number of traffic fatalities occurring monthly in San Francisco were taken today by the San Francisco Chamber of Commerce.

• **The Chamber** requested the State Highway Department to install a traffic signal on Bayshore Highway at the parking lot entrance to San Francisco Airport to remove the hazard created by southbound motorists making left-hand turns through oncoming traffic.

At the same time, the Chamber urged all law-enforcement bodies to unite in a coordinated and intensive effort to reduce the death toll from traffic accidents through strict law enforcement.

Installation of a suspended Stop-and-Go traffic signal was recommended by the Chamber as a temporary measure until the new road to the west of Bayshore Highway relieves the heavy traffic now using the main arterial.

Proposal to Limit India Cotton Imports Protested by Traders

Protest against a proposed exclusion on importation of harsh, short-staple cotton from India was registered today by the Foreign Trade Association of the San Francisco Chamber of Commerce.

• **The Association's testimony** will be presented by its representative, G. A. Gumbrecht before a hearing of the United States Tariff Commission in Washington on October 14.

Decision of the Association to send a representative to Washington to oppose this proposal is the result of an attempt by a minority group to exclude the importation of this type of cotton by having it imported on a very small quota basis to be used exclusively by blanket manufacturers with a historical record.

(Continued on page 4)

Industrial Development Reporting Planned

Steps that may be taken to establish a more complete state-wide system of reporting industrial developments will be considered at a State Chamber of Commerce Industrial Plant Location Committee sub-committee meeting in San Francisco on October 14, according to G. L. Fox, Manager of the San Francisco Chamber's Industrial Department, who is chairman of the sub-committee.

• **Other members** of the special group are James Bone, Manager of the Industrial Department of the Los Angeles Chamber of Commerce; M. L. Gershenson, Chief, Division of Labor Statistics and Research of the State Department of Industrial Relations; John P. Carter, Bureau of Business and Economic Research, University of California, D. S. Langsdorf, Research Statistician, Standards Department of the Bank of America; V. B. Stanbery, Chief of Technical Staff, State Reconstruction and Reemployment Commission; and Herbert F. Ormsby, Director, Research Department, California State Chamber of Commerce.

C. A. C. C. M. DIRECTORS

Seated, left to right: *Edward B. Kennedy, manager, Bellflower Chamber of Commerce; William H. Gallienne, manager, Huntington Beach Chamber; Leslie J. Freeman, manager, San Leandro Chamber, and president, California Association of Chamber of Commerce Managers; and C. P. Tanner, assistant general manager, San Francisco Chamber.* **Standing, left to right:** *Louis B. Lundborg, manager, San Francisco Chamber; John G. Rooks, manager, Alameda Chamber; Emory Gay Hoffman, manager, Kern County Chamber.*

Excellent Response to Latin-American Newsletter Cited

Excellent response to the postwar reestablishment of the Latin-American Newsletter has been received by the World Trade Department of the San Francisco Chamber of Commerce.

● **Letters** praising the Chamber's newsletter are being received from both newspaper editors and Chamber of Commerce presidents, according to Alvin C. Eichholz, World Trade Department manager.

● **"Articles** such as yours will help much to better the relations between the city of San Francisco and our country," wrote Roberto Dutriz, managing editor, *La Prensa Grafica*, San Salvador.

● **"I shall publish** with pleasure the article you sent me about your beautiful city," commented Fernando Zepeda, Director del Diario *La Epoca*, Honduras.

● **" . . . we have publicized** its contents by means of our official organ *Gaceta Mercantil*, wrote Lic. Fco. Lopez Glez, manager, Camara Nacional de Comercio de Guadalajara.

Junior Chamber to Hear Dr. Dunne Friday

Opening its fall series of symposia on "Meet Your Neighbor—The World," the San Francisco Junior Chamber of Commerce will present a symposium on Argentina at a luncheon Friday, October 11, at the Commercial Club.

● **Speaker** will be Peter M. Dunne, S. J., chairman, Department of History, University of San Francisco, who will discuss "The Psychology of Argentina."

Make reservations by calling Exbrook 4517.

Santa Cruz Chosen As Site of Annual CACCM Convention

Annual meeting of the California Association of Chamber of Commerce Managers will be held at Santa Cruz on February 6, 7 and 8, according to an announcement made by the Association's Board of Directors.

● **Meeting recently** at the San Francisco Chamber of Commerce, members of the Board discussed plans for the Association's annual meeting. President Leslie J. Freeman appointed the following men to develop the annual meeting program: General Convention Chairman, John G. Rooks, general manager, Alameda Chamber of Commerce; Program Chairman, Russell E. Pettit, general manager, San Jose Chamber; and Arrangements Committee Chairman, Philip S. Breck, manager, Santa Cruz Chamber.

Three vacancies on the Board of Directors were filled with the appointment of: Charles P. Bayer, assistant to the president, Los Angeles Chamber; Drew Bernard, general manager, Glendale Chamber; and Harry L. Hanson, manager, Santa Ana Chamber.

W. P. F. Brawner Succeeds E. W. Mason on C of C Board

Election of W. P. F. Brawner, vice president and treasurer, W. P. Fuller and Company, to the Board of Directors of the San Francisco Chamber of Commerce was announced today by Brayton Wilbur, president.

● **Brawner** was elected to succeed Colonel E. W. Mason, who has resigned from the Directorate of the Chamber. Colonel Mason is retiring as an official of the Western Pacific Railroad.

Decentralization of C. P. A. Building Permit Authority Urged

Possibility of continued decentralization of Civilian Production Administration building permit authority has been voiced by John R. Steelman, director, Office of War Mobilization and Reconversion, according to information received by the San Francisco Chamber of Commerce.

● **Steelman's** opinion was expressed in a letter to Congressman Richard J. Welch following receipt of a wire from Welch urging retention of as much building permit authority as possible at regional levels. Welch's action followed a conference between Chamber and industry representatives and regional and district C.P.A. representatives.

In reply to Welch's request, Steelman said: "I am keeping in mind the principle that there should not be a centralization of authority in Washington to such an extent as to destroy the usefulness of the regional offices. Your suggestion gives me added confidence in the soundness of the principle."

Declaring that a current plan to concentrate construction permit authority in the National Housing Agency in Washington was inadvisable and unworkable, Welch urged adjustment of commercial and industrial construction quotas for this region "to comply with a magnitude of problems imposed by vastly increased population including hundreds of thousands of veterans and their families."

Pointing out that a certain amount of commercial and industrial construction is imperative in order to provide jobs for veterans who have settled in this region, Welch said: "The industrial and commercial construction quota for this region should be at least proportionate for northern California, with additional allowances for the balance of region nine."

Suspension of Tariff Supplements Granted

Approval of suspension of tariff supplements filed by the Maritime Commission which would increase carloading and unloading charges at California ports by 34 per cent has been granted by the Interstate Commerce Commission.

● **I. C. C.'s action** followed the filing of a petition by the Chamber through Walter A. Rohde, manager of the Chamber's Transportation Department, urging I. C. C. to suspend the tariff supplements.

Suspension was requested, according to Rohde, on the grounds that there are cases pending before the Maritime Commission and the Railroad Commission of California involving the same increase when the services are performed by private operators.

"These Commissions have not announced their decision," Rohde said, "and the filing of the increases by the Maritime Commission was, therefore, considered premature."

Navy Week Special!

AN ADDRESS BY

ERNEST J. KING

FLEET ADMIRAL, U. S. NAVY

Thursday, October 24, 1946

in the San Francisco Commercial Club

Noon Luncheon

SPONSORED BY:

SAN FRANCISCO CHAMBER OF COMMERCE
S. F. JUNIOR CHAMBER OF COMMERCE
NAVY LEAGUE OF THE U. S.
MARINE EXCHANGE
PROPELLER CLUB, PORT OF S. F.
SAN FRANCISCO COMMERCIAL CLUB

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

AN FRANCISCO CHAMBER OF COMMERCE
33 Pine Street, San Francisco 4, California

Please reserve .....place(s) for me at $1.75 each at
ncheon honoring Ernest J. King, on Thursday, October 24,
946, in the San Francisco Commercial Club, at 12 noon.
Kindly enclose self-addressed envelope for forwarding tickets.)

(*Telephone reservations accepted*)

Name .....

HECK
NCLOSED *Firm* .....

Address .....

.....

At Luncheon in

The San Francisco Commercial Club

Thursday Noon
October 24, 1946

Price $1.75 per plate
($1.71 plus 4c tax)

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin," issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 18. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

IMPORT-EXPORT

5885 PHILIPPINES—J. V. Ramirez Company, Inc., 319 Calvo Bldg., Escolta, Manila, have unlimited quantity of copra, lumber logs and other Philippine products. Can act as purchasing agent on commission basis.

5887 CHINA—Sino-American Provision Co., 40 Kungsi Rd., Tsingtao, deal in native products such as tablecloths, embroideries, handmade hair nets, raw wool, etc. Interested in any line of imports, especially chemicals and medicine.

5893 INDIA—Barlas Bros., Cart Road, Simla, wish to import old clothing, scrap material, old tires, used tools, waste materials, etc. Exports from India are salted sheep sausage casings, raw skins, crude and refined beeswax, drugs, gems.

5899 ARGENTINA—Drogamet, Cangallo 444, Buenos Aires, import chemicals and pharmaceuticals, metals, textiles, machinery, electro-technical equipment, fertilizer and insecticides. Export all types of Argentine goods except grains and chilled meat.

5915 HONG KONG—Wong Pak Fun & Co., No. 80 Un Chau Street, Sham Sui Po, Kowloon, now plan to specialize in the export of raw silk. They also are general importers and exporters, offering wood-oil, Cassia and Gall-nuts for export.

5916 FRANCE—E. A. Amar, 20 Rue Francis-Davso, Marseille, are importers of all products. They export products of France and the French colonies. Wish to establish trade relations, also would like to represent U. S. firms in France.

5919 ARGENTINA—Camara Argentina de Comercio, Avda. de Mayo 560 (R. 69), Victoria 561, Buenos Aires, manufactures ladies' purses, wallets, billfolds, compacts, belts, gloves, and leather articles in general. Wish to represent U. S. firms offering novelties.

REPRESENTATIONS, AGENCIES, DISTRIBUTORSHIPS

5850 CANADA—L. B. Greisman, Office 21, Mount Royal Hotel, Montreal, wants agencies for textiles, novelties, including piece goods, apparel, new items, etc.

5855 PALESTINE—"OCASA," Oriental Commission and Shipping Agency, P.O.B. 2509, Tel-Aviv, wants agencies.

5860 SWITZERLAND—Walther Schoenenberger, Postfach 5, Rheinfelden, Aargan, wants exclusive representation of chemical technical and chemical pharmaceutical products.

5864 MEXICO—Importex, S.A., Avenida Isabel La Catolica No. 72, Mexico, D.F., wants agency for packing plants dealing in oysters, lobsters, shrimps, crabmeat, bonita, salmon, anchovies, red snapper, mackerel in tins or cans. Also interested in sardines and sun dried shrimps packed in barrels of 220 lbs.

5866 NETHERLANDS WEST INDIES—H. Perlman, Hendrikplein 9 F, Graham Building, Curacao, wants to represent manufacturers of all kinds of sweets, such as liquorized, mints, drops, confectionery.

5869 DOMINICAN REPUBLIC—Arturo Vales, Puerto Plata, wants to act as distributor for American firms.

5871 PUERTO RICO—Rafael Rodriguez Barril, Inc., P.O. Box 3668, San Juan, wants to represent manufacturers of building material and hardware lines, etc.

5877 ECUADOR—Juan Aguinaga B., Calle Quito 1117, Guayaquil, wants connections with a mill offering wheat flour.

5953 CZECHOSLOVAKIA—Mondex, Prague II, Opletalova 28, wishes to represent American firms interested in establishing commercial relations with Czechoslovakia.

5961 SWITZERLAND—F. Engensperger, Rorschach, are interested in the representation of American manufacturers of hardware, tools, and household goods.

VISITORS

MEXICO—B. S. Bowling, president of the firm Primavera, S.A., Av. Ferrocarriles Nacionales 157, Mexico, D. F., is at present in San Francisco seeking lines in general merchandise not as yet represented in Mexico. The Primavera firm are manufacturers of furniture in mahogany, walnut, primavera and cedar, and also make furniture on order. While in this city Mr. Bowling is at 678 5th Avenue, EVergreen 5654.

5969 CANADA—D. S. MacLeod of J. P. Soutbcott & Co., Ltd., 1206 Homer St., Vancouver, B. C., plans to visit San Francisco early this month, with the intention of securing agencies for goods to be sold in Western Canada. This firm is engaged in merchandising products used by industry, such as sash and door factories, furniture factories, canners, and other manufacturing plants requiring specialized chemicals or raw materials. They also distribute manufactured products to the wholesale and retail drug and hardware trade and are very interested in obtaining merchandise to be sold through both these outlets. Mr. MacLeod will contact the Chamber of Commerce upon his arrival in San Francisco.

Coordination of Waste Disposal Plans Cited

Definite progress is being made as a result of the waste disposal proposal originated by the San Francisco Chamber's Special Projects Section a few months ago, it was reported at the committee's meeting this week.

● **As a result of the action** which the Section originated, representatives of several state departments are evolving a coordinated program for the regulation of the disposal of sewage and industrial wastes throughout the state. Representatives of the State Health Department, Fish and Game Commission, Water Resources Division and other agencies are cooperating in the activity.

The Section's meeting was held at the University Club with Edward Rambo Browne as chairman.

FOREIGN TRADE TIPS—*Continued*

IMPORT

5818 FRANCE—J. de Russy & Fils, Cognac, wish to enlarge export connections for their cognacs and brandies.

5822 ITALY—I. P. A. F. di Redi & Rossi, Via Aretina 161-163, Firenze, offers leather goods, such as suitcases, handbags and billfolds. Also have rabbit skins (raw or tanned) for furrier and dressmaking industries, and rabbit hairs for felt hat production.

5941 PHILIPPINES—Henry Osmond, Room No. 308, Dasmarinas St., No. 456, Manila, is wholesale dealer exporting lumber, rattan, resin and other Philippine forest products.

5950 ARGENTINA—Audet Hermanos, Santa Fe 1252, Rosario, wishes to establish commercial relations with importers or agents and representatives interested in the importation of shoes, also leathers and leather products.

EXPORT

5833 PHILIPPINES—Miss Rosita F. Cabuhan, 625 Alvarez St., Sta. Cruz, Manila, wants hardware, textiles, building materials, foodstuffs, flour, sugar, toys, Nylons, and French perfumes.

5838 INDIA—The Burmese Merchants Corporation Ltd., Post Box No. 244, Rangoon (Burma), wish direct offers from exporters of canned fish.

5847 ARGENTINA—H. V. Reich, Casilla de Correo 1151, Buenos Aires, wishes general merchandise, stationery articles, harmonicas, violin and guitar strings, mechanical toys, and hardware in general.

5921 CHINA—Imperial Chemical Industries (China) Limited, 133 Szechuen Road, Shanghai, P.O. Box No. 252, wish to hear directly from firms interested in exporting industrial chemicals.

5925 SOUTH AFRICA—Kurt Leyser, 126 Buitengracht St., Cape Town, wishes to represent American firm exporting apples—particularly Jonathans and McIntosh, but other varieties also of interest. If too late for this season would like to make arrangements for next season as early as possible.

5926 GREECE—K. S. Cokinos & Cie., Rue Voulis 23, Athens, are interested in obtaining fish conserves of any sort. Also interested in any edible item, whether conserves or not.

5933 PERU—Aminco, S. A., Casilla de Correo 1598, Lima, are anxious to purchase Venetian Blinds in large quantities.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. (Subscription, Five Dollars a year included in Annual Dues.) Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6445—M. L. CARLSON, Poli-Products Company, Inc., 304-06 W. 6th Street, St. Louis, Missouri, interested in establishing factory representatives for distribution of their furniture polish, and other notions.

D-6446—MR. RAYMOND J. COSTIGAN, 51 East 42nd Street, New York 17, New York, would like to represent local manufacturers in the East. Cover from Boston to Washington, and as far west as Pittsburgh.

D-6447—MR. T. A. KENNEDY, 738 High Street, Westwood, Massachusetts, is desirous of an agency from a local manufacturer for exclusive sale and distribution in New England.

D-6448—J. V. SALES AND MANUFACTURING COMPANY, P. O. Box 541, New Haven, Conn. would like to contact West Coast Manufacturers who haven't representation in New England of textiles, automotive paints and equipment. Have warehouse space and salesmen covering the territory.

D-6449—MR. H. L. McKENNEY, 845 Vedado Way, Atlanta, Georgia, is distributing agent for three Southern chenille bedspread and rug factories and is interested in brokers in the textile field who can represent him in the Northwestern and Western field as selling agents.

D-6450—WHITE METAL ROLLING & STAMPING CORP., 80 Moultrie Street, Brooklyn 22, New York, interested in contacting a sales agent or representative for their products—extruded and rolled aluminum and magnesium.

D-6451 VAUGHN TACKLE COMPANY, Mackinaw Road, Box 27, Cheboygan, Michigan, looking for a distributor to handle their fishing tackle.

D-6452—MR. F. C. GOMEZ, 595 Adams Street, Eagle Pass, Texas, would like to represent local manufacturers in Texas.

D-6453—NATIONAL PACIFIC DISTRIBUTORS, 3723-B Wilshire Boulevard, Los Angeles, California, interested in representing Bay Area manufacturers of industrial and technical products. Cover California, Oregon, Washington, Idaho, Utah, Nevada and Arizona. Have warehouse facilities in Los Angeles.

D-6454—HOFFMAN-RAMSAY COMPANY, 1860 Tutwiler Avenue, Memphis 7, Tennessee, would like to represent San Francisco manufacturers in Western Tennessee and vicinity.

D-6455—ACEM BROKERAGE COMPANY, 330½ Jennings Street, Fort Worth 4, Texas, interested in representing local manufacturers of equipment, instruments, specialties, florists, chemists, dentists, jewelers, electrical and physical aids in Oklahoma, Arkansas, Louisiana and Texas.

D-6456—RICHARDSON REGULATOR INC., 8864 Gratiot Avenue, Detroit 13, Michigan, seeking an established automotive manufacturer's agent in this state to handle their automatic tire pressure regulators for truck tires. Person would contact direct trucking companies and fleet owners.

D-6457—L. G. ASTON AND COMPANY, 122 East 42nd Street, New York 17, New York, would like to sell direct for local manufacturer as a manufacturers' representative or on a distribution basis.

COTTON IMPORTS

(Continued from page 1)

The Association claims that this policy is in opposition to freer trade and to the policy of the San Francisco Chamber of Commerce Post War Planning Committee.

● **This type of cotton** is not grown in the United States, it is maintained, and therefore does not compete in use with cotton growers in this country.

Furthermore, the Association pointed out, the short-staple cotton is used by Pacific Coast manufacturers of cotton batting and cotton felt, and is superior to the longer-staple cotton grown in this country in the manufacture of mattresses and batting for quilts.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• SURPLUS GOODS

By a second amendment to Revised Special Order 24 covering pricing and distribution policy for consumer goods, the War Assets Administration confirms its policy that wholesalers who buy surplus consumer goods and distributors who buy production materials and equipment at discounts must sign certifications requiring that they use their "best efforts" to sell to small independent buyers. The text of the certification follows:

"It is hereby certified that the purchaser is and expects to continue to be engaged in the wholesale business normally distributing goods, wares and merchandise similar to those specified on this order to retailers and other wholesale customers, and that in consideration of the receipt of the wholesaler's discount on the purchase of surplus property from the United States, in accordance with the War Assets Administrator's pricing and distribution policy, the purchaser agrees to use his best efforts to sell such property to small independent retailers."

Amendment 2 to Regulation 21 covering the same policy for production materials and equipment provides for similar certificates to be signed by distributors.

• SURPLUS HOUSING

Surplus structures on land rented by the Federal Government will be sold direct to Veterans Emergency Housing Program priority holders, according to the new procedure announced by Housing Expediter Wilson W. Wyatt.

Under the new disposal method, bidders must certify to one of the following: (1) that the usable materials and equipment covered by their bids are required for construction of housing accommodations for which HH priority ratings had previously been authorized under the housing program; or (2) that the materials and equipment are required for construction or maintenance of utilities (water, power, gas, sewerage) necessary to service housing accommodations for which priorities had been previously assigned. The highest bidder making an acceptable offer will get the structures, and the same procedure will apply to surface and sub-surface utilities.

By authority contained in the Veterans Emergency Housing Act of 1946, the WAA has been directed to sell surplus structures on land owned by the Federal government direct to VEHP priority holders after a 10-day offering to Federal, State, and local governments, and non-profit institutions. The same regulations regarding bids and certification apply.

The WAA will advertise in the near future more than 265 installations on the West Coast which will be sold to HH priority holders on this basis.

Navy Day Luncheon Will Honor Fleet Admiral Ernest J. King

Fleet Admiral Ernest J. King, U. S. Navy, will be honored guest and speaker at the annual Navy Day luncheon on Thursday, October 24, at the Commercial Club.

ERNEST J. KING
Fleet Admiral, U. S. Navy

• **Joining** with the San Francisco Chamber of Commerce and the Commercial Club in sponsoring the event are the Navy League of the United States, Marine Exchange, Junior Chamber of Commerce and Propeller Club.

• **A graduate of Annapolis,** Fleet Admiral King received the Navy Cross during World War I for his service as Assistant Chief of Staff of the Commander in Chief, U. S. Atlantic Fleet.

Attaining the permanent rank of Captain in 1922, Fleet Admiral King served in command of various submarine divisions and in 1928 became Commander, Aircraft Squadrons, Scouting Fleet. In August, 1928, he became Assistant Chief of the Bureau of Aeronautics, Navy Department, where he served until 1936. In 1939, in his permanent rank of Rear Admiral, he became a member of the General Board of the Navy, returning to sea in 1940 as Commander, Patrol Force, U. S. Fleet. In 1941, with the rank of Admiral, he was designated Commander in Chief, Atlantic Fleet.

Fleet Admiral King was appointed Commander in Chief of the United States Fleet in 1941, and in 1942 he became Chief of Naval Operations. In 1944

(Continued on page 4)

Area Leaders to Go East on U. N. Headquarters Campaign

Whether there will be an opportunity to invite the United Nations to locate its permanent headquarters in the San Francisco Bay Area will be investigated by a delegation of Area leaders, it was announced this week.

• **Three sites** will be suggested by the delegation, headed by Mayor Roger D. Lapham and Walter A. Haas, chairman of the San Francisco Chamber of Commerce Committee on U. N. Headquarters.

The delegation will go to New York where U. N. Assembly is scheduled to convene October 23 and be ready to make its presentation of sites data. Already in New York, contacting delegates and officials of U. N. is Belford Brown, director of the Chamber who has been on the ground for the past two months. Haas is leaving by plane this week and will be on hand. Attorney General Robert W. Kenny is also scheduling a New York visit as part of a journey to Europe.

Mayor Lapham and Brayton Wilbur, president of the Chamber, will go to New York "if and when" it is appropriate in order to make San Francisco's presentation.

• **One of the three sites** which will be suggested is located in the Crystal Springs area near Burlingame, with parcels of land all down the Peninsula which might be available should added acreage be needed. The two other suggested sites are located in Moraga Valley, Contra Costa County, and at the southern end of the San Francisco Peninsula.

Complete data on all these sites is being assembled and will be embodied in a special presentation brochure which is being prepared by a "task force" under the direction of Carl J. Eastman, Chamber director, and vice president of N. W. Ayer & Son, Incorporated.

(Continued on page 4)

C of C Urges Expansion of Seismology Service

Expansion of the Section of Seismology of the Department of Commerce to provide data to engineers in designing earthquake-resistant structures was urged today by the Board of Directors of the San Francisco Chamber of Commerce.

● **The Chamber's action** was taken upon recommendation of its Special Projects Section and concurs with the position taken by the Structural Engineers Association of Northern California.

The Chamber, through its Washington office, is urging Commerce Department heads and other Washington officials to make the expansion necessary for the development of such data.

In connection with the modernization of building codes and the prospects for a period of widespread building construction, structural engineers are in need of more data on earthquakes than is available at present, the Board claims.

Additional data would result in great savings to the general public, not only in terms of life and property, the Board states, but also in the economical design of earthquake-resistant buildings.

Western Retailers Council Formed; Kennedy Is President

Formation of a Western Retailers Council was announced this week by representatives of Western retail associations participating in the semi-annual conference of state retail association executives held in Washington, D.C., under the auspices of the American Retail Federation.

● **President of the Council** is Vincent D. Kennedy, managing director, California Retailers Association.

Purpose of the organization is to further the interests of retail distribution in the territory extending from the eastern slope of the Rocky Mountains to the Pacific Coast.

The organization, which represents over 65,000 retailers, will deal with conditions peculiar to the West involving commodity shortages, government regulations, and transportation, as well as state and national procedures and their effect on Western retailing.

Committee Named to Nominate 1947 C of C Board of Directors

Appointment of a nominating committee to nominate candidates for the 1947 Board of Directors of the San Francisco Chamber of Commerce was announced today by President Brayton Wilbur.

● **Chairman of the committee** is Marshall P. Madison of Pillsbury, Madison and Sutro.

Members include: J. E. Cushing, president, American-Hawaiian Steamship Company; Adrien J. Falk, vice president and general manager, S&W Fine Foods, Inc.; James J. Hunter, The Bank of California, N. A.; E. C. Lipman, vice president and managing director, The Emporium; Dan E. London, general manager, St. Francis Hotel; and Edward V. Mills, treasurer-controller, Fireman's Fund Insurance Company.

Issuance of California Centennial Stamp Urged by S.F. Chamber

Approval of the proposed adoption of a special postage stamp to commemorate the 100th anniversary of the discovery of gold at Coloma, California, was voted today by the Board of Directors of the San Francisco Chamber of Commerce, on recommendation of its Mining Committee.

● **Issuance of the stamp** has been proposed by various Northern California groups to coincide with the celebration of California's centennial in 1948. The proposal has been submitted to the Post Office Department by Congressman Clair Engle.

Expansion in Textile Field Being Sought

At last week's meeting of the San Francisco Chamber's Apparel and Textiles Section, R. M. May of the Crown Manufacturing Co., Inc., was named chairman of a special subcommittee to concentrate on expanding representation of the textile converting industry in San Francisco.

Chamber Group Plans Good Will Trade Trip

Members of the San Francisco Chamber of Commerce Board of Directors and Domestic Trade Committee will make a "good neighbor" visit to Denver, Salt Lake City and Boise November 3rd through 9th, it was announced today by the Chamber.

● **Major event** in the Domestic Trade Committee's 1946 program of "good neighbor" visits, the trip will be conducted on the same basis as a similar visit made last year to cities in Utah and southern Idaho.

Two days will be spent in each of the cities of Denver, Salt Lake City and Boise calling on prominent business men and meeting with Chamber of Commerce directors and officers. The entire trip will be made by air.

Members doing business in that area are urged to join with the Committee in making the trip. For further information contact Carroll Snyker, manager, Domestic Trade Department.

COPIES OF "ECONOMIC SURVEY" AVAILABLE ON REQUEST

Copies of the new revised Economic Survey of the San Francisco Bay Area for 1946 are now available, the Research Department of the San Francisco Chamber of Commerce has announced.

Persons interested in obtaining a copy of this modernized, easy to use edition may do so by filling out the coupon attached below and mailing it to the Chamber's offices.

SAN FRANCISCO CHAMBER OF COMMERCE
333 Pine Street, San Francisco 4, California

Please send me a copy of the 1946 ECONOMIC SURVEY.

Name .....

Title .....

Firm .....

Street .....

City ..... Zone .....

Are you a member of the San Francisco Chamber of Commerce? ☐ Yes ☐ No

Aviation Manager Returns From National Conference

Kenneth R. MacDonald, manager, Aviation Department, San Francisco Chamber of Commerce, returns this week from Oklahoma City where he attended the National Aviation Clinic on October 14-17.

● **As an official delegate,** MacDonald represented public and civic aviation interests at the clinic.

MacDonald, who returned recently from the Western Aviation Conference held in Reno, has been elected a member of the Board of Directors of that Conference which embraces aviation interests of the 11 western states. As a member of the Board, he will represent the interests of the entire San Francisco Bay Area.

MacDonald was also recently elected 1st vice-president of the San Francisco Bay Area Chapter of the National Aeronautic Association.

STATE BALLOT MEASURES

SAN FRANCISCO CHAMBER OF COMMERCE RECOMMENDATIONS

#1 Vote Yes — Veterans' Bond Act of 1946.

This act provides for a bond issue of one hundred million dollars ($100,000,000) to be used by the Veterans' Welfare Board in assisting California war veterans to acquire farms and homes.

#2 Vote No — Greyhound Racing.

Permits greyhound racing and pari-mutuel wagering thereon in counties having population over 175,000. Establishes board to license racing and wagering in accordance with this measure and regulations the board may prescribe. Authorizes 74 racing days per year in Los Angeles County and in San Francisco Metropolitan area, 25 days in other counties. Provides 8 per cent of all sums wagered be retained by pari-mutuel poop operator, 5 per cent be paid to fund for pursuing claims of veterans against the United States or this State, and for veterans' rehabilitation. Provides penalties for violating act.

#3 Vote Yes — Public Schools.

Amends same sections of Constitution and simplifies allocation of school funds in same manner as Proposition No. 13. Establishes minimum salary of $2400 per year for teachers. Increases State support for public schools to $120 per year for each pupil in average daily attendance, $90 of which shall be given to local school districts. Authorizes local authorities to determine amount of money to be raised by school district taxes. Prohibits transfer of any school or college to any authority not under the Public School System.

#4 Vote No — Business Loans for Veterans.

Amends Section 31, Article IV of the Constitution. Permits loans to veterans for purpose of enabling veterans to buy a business, land, buildings, supplies, equipment, machinery or tools, to be used by the veteran in pursuing a gainful occupation. Provides that such aid is exempt from prohibition against giving or lending the credit of the State in aid of any person.

#5 No Recommendation — Creation of Court for Tax Appeals.

Adds Sections 4d and 4e to, and amends Section 1 of, Article VI of the Constitution. Creates Court of Tax Appeals consisting of three judges selected in the same manner as Justices of the Supreme Court. Gives court jurisdiction over appeals from the superior court in all cases involving the legality, imposition or collection of taxes and assessments. Decisions of court to be subject to review by the Supreme Court. Authorizes Legislature to provide for review by this new court of State administrative agencies' determinations in tax matters.

#6 Vote No — Annual Sessions of the Legislature.

Amends Sections 2, 34 and 34a, Article IV of the Constitution. Provides that Legislature shall meet annually. Limits sessions during the even-numbered years to consideration of the Budget Bill and certain special matters. Provides that State Budget shall be for a one-year rather than a two-year period.

#7 Vote Yes — County Boards of Education.

Adds Section 3.3 to Article IX of the Constitution. Provides that members of a county board of education by county charter may be elected rather than appointed, and that the qualifications and terms of office may be established by county charter rather than by general law.

#8 Vote No — County Superintendents of Schools.

Adds Section 3.1 to Article IX of the Constitution. Requires that qualifications and salary of county superintendents of schools shall be fixed by the Legislature rather than by local authorities. Permits the Legislature to prescribe different qualifications and salary for each county.

#9 Vote Yes — State Superintendents of Public Instruction.

Adds Section 2.1 to Article IX of the Constitution. Creates offices of one deputy superintendent of public instruction and three associate superintendents of public instruction to be appointed by the State Board of Education upon nomination of Superintendent of Public Instruction for four year terms without regard to civil service regulations. Permits appointment of additional associate superintendents of public instruction subject to State civil service.

#10 Vote Yes — Salary of the Governor.

Amends Section 22, Article V of the Constitution. Authorizes Legislature to fix the Governor's salary. Provides that Governor's salary can not be less than $10,000 per year. Prohibits increase or decrease after regular session of Legislature in 1947 of salary of Governor, Lieutenant Governor, Controller, Secretary of State, Superintendent of Public Instruction or Treasurer during their terms of office.

#11 Vote No — Fair Employment Practices Act.

Declares State policy that all persons have the right of equal opportunity to secure employment. To effect such policy makes it unlawful to refuse to hire, to discharge, or to discriminate in conditions of employment against any person because of race, religion, color, national origin or ancestry. Establishes a commission to prevent such unlawful practices by conciliation or order and by education. Provides for judicial review of commission's orders. Appropriates sum for commission.

#12 Vote Yes — Amendment of Laws Adopted by Initiative.

Adds Section 1b to Article IV of the Constitution. Authorizes the Legislature to propose amendments to, or repeal of, laws enacted by initiative. Provides that such proposed amendment or repeal be submitted to vote of the people for adoption or rejection.

#13 Vote No — Allocation of Public School Funds.

Amends Section 6, Article IX, and Section 15, Article XIII, of the Constitution. Simplifies procedure for allocating State funds for support of public school system. Eliminates necessity of making allocations for support of public schools from State General Fund by providing that sums now appropriated to such fund for support of public schools be appropriated to the State School Fund. Leaves unchanged amounts required to be raised by State for support of public school system.

#14 Vote Yes — Disability of the Governor to Act.

Amends Section 16, Article V of the Constitution. Provides that Secretary of State, Attorney General, Treasurer and Controller in order named shall assume powers and duties of Governor in the event of the disability of the Governor, Lieutenant Governor, President pro tempore of the Senate, or Speaker of the Assembly to act.

#15 Vote Yes — Validation of Legislative Amendments to Alien Land Law.

Amends Section 17, Article I of the Constitution. Establishes validity of 1923 and 1943 legislative amendments to initiative measure of 1920 commonly referred to as the Alien Land Law.

#16 Vote Yes—Repeal of Educational Poll Tax.

Repeals Section 12, Article XIII of the Constitution, which now provides that the Legislature shall levy a five dollar or more yearly educational poll tax on each male inhabitant, with certain exceptions, between the ages of 21 and 50, such tax to be paid into the State School Fund.

#17 Vote Yes — Public Utilities Commission.

Amends Section 22, Article XII of the Constitution. Changes name of the Railroad Commission to the Public Utilities Commission. Powers, duties and functions remain the same. Requires Senate approval of the commissioners appointed by the Governor.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin," issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 18. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITOR

HAWAII — Mr. John Word Caldwell, P. O. Box 2658, Honolulu, visited here October 9th and has now returned to Honolulu. He is interested in acting as manufacturers' representative in the Hawaiian Islands for women's and children's wear, men's sport clothes, and other consumer goods, and would like to have American firms contact him at his Honolulu address.

IMPORT-EXPORT

5914 CHINA—Metropolitan Trading Corp., 27 Shih Chia Hutung, Tung Ssu Nan Ta Chieh, Peiping, wish to import bicycle parts; printing ink; leather dye; hair dye; gold thread for embroideries; rubber band for braces, garters, suspenders, etc.; shoe polish; foodstuffs; canned goods and fruit-powders. This firm exports Peiping embroideries, handmade table linens, brassware, pewterware, Peiping handicraft products such as cloisonne, carpets. They ask that quotations be c.i.f. Taku-Tientsin, prices to be quoted in U. S. dollars.

5917 MOROCCO—Monsieur Orth, 25 Rue Clemenceau, Casablanca, has organized an import-export society in Morocco, desiring exclusive representation for U. S. products. Has for export Moroccan products such as olives, figured textiles, carpets, morocco leather articles, pharmaceutical plants, etc.

5919 ARGENTINA—Neuer & Waza, Sadi Carnot 332, Buenos Aires, manufactures ladies' purses, wallets, compacts, belts, gloves, and leather articles in general. They are also interested in representing U. S. firms offering novelties.

EXPORT

5923 NORTH CHINA — Daltotat Co., Leopold Building, Victoria Road, Tientsin, deal in every kind of merchandise and wish to establish trade relations with San Francisco exporters.

5924 SAMOA—S. V. MacKenzie & Co., Ltd., P. O. Box 39, Apia, Samoa, wish to make immediate connections with exporters of underwear, combs and toilet articles, white and colored shirts, umbrellas, ironware, radios, table ware, aluminum ware, textiles, etc.

5931 CEYLON—A. John Perera & Sons Ltd., P. O. Box 35, Colombo, wish a shipment of 200 tons of old newspapers. They state they hold an import license for this and will pay in U. S. funds.

IMPORT

5946 CZECHOSLOVAKIA—F. Mikolasek, Prague II, Karlovo nam. 24, offers electrical goods, toys, kitchen and household utensils, and all types of containers (bottles, jars, etc.) for chemical, pharmaceutical and cosmetic goods.

5952 MEXICO—Jesus G. Rodriguez, Calle Principal No. 16, Masiaca, Sonora, offers Chile Chiltepin, dried Chili, Chiltepin, basic ingredient of hot sauces. Expects to be able to export this product on a large scale within next two months.

REPRESENTATIONS, AGENCIES, DISTRIBUTORSHIPS

5956 POLAND—Dr. Eng. Alexander Wielopolski & Co., Piotrkowska 82 m.5, Lodz, are manufacturers and export agents for sale of all kinds of machinery, mill supplies, chemicals and raw materials, especially for textile industry. Also, are commission buying agents for overseas importers. Wish to represent American firms interested in establishing business in Poland.

5965 DOMINICAN REPUBLIC — Felipe Rodriguez, Apartado No. 353, San Pedro de Macoris, Manufacturers' Agent, wants lines of foodstuffs and canned goods.

5967 CANADA—Mr. R. Forfar, 25 Winston Park Blvd., c/o Park Rd. P. O., Toronto, Ont., would like to establish Canadian branch, or act as Canadian sales or service representative for American manufacturing industries.

5963 PERU — La Constructora Americana, S. A., Apartado No. 2888, Lima, seek representation for following: wood, pipes, wire, glass, hardware, chemicals, stationery, canned milk and canned foods.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. (Subscription, Five Dollars a year included in Annual Dues.) Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

Copies of Aviation Article Available

Copies of "Soldier Beware," an article written by Kenneth R. MacDonald, manager of the Chamber's Aviation Department, for the July issue of *Aviation Magazine*, are now available for distribution.

● In an introduction to the article which is aimed at servicemen interested in entering the aviation field, the magazine's editor warns, "Read this sound advice about opportunities—and pitfalls—in the aviation industry before you put your money and your time on the line."

Copies of the article can be secured in the Chamber's Aviation Department.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6458—E. L. RAHM COMPANY, 720 South Michigan Blvd., Chicago 5, Illinois, looking for a distributor for their waterproof masonry paint, "Turesco." In a position to give good delivery.

D-6459—LOS ANGELES MANUFACTURERS, 448 South Hill Street, Los Angeles 13, California, seeking jobber or distributor for their 5c vending machine. Immediate delivery.

D-6460—FUNDERBURK ENGINEERING COMPANY, 29 Moody Street, Waltham 54, Massachusetts, seeking a manufacturer's agent in the furniture trade to handle their smoking stands, cocktail smokers, desk ash trays and candlesticks.

D-6461—MR. FRED R. DUROCHER, 1200 13th Street, Denver, Colorado, is desirous of opening up a branch office or a direct factory branch serving the Denver Territory for a local manufacturer. Can offer character and financial rating. Has land available and feels he can obtain materials for building should same be required.

D-6462—E. H. HARLOW COMPANY, 1355 Market Street, San Francisco 3, California, interested in jobbing cutlery, housewares, hobbycraft and electrical items in Northern California. Call on hardware, drug, variety, hobby and sporting goods stores.

D-6463—LESTER SUPPLY COMPANY, 1344 12th Street, Denver, Colorado, would like to represent local manufacturers and importers in the Denver area.

D-6464—D. A. S. BROKERAGE COMPANY, c/o Chamber of Commerce, Lackawanna, New York, interested in acting as a manufacturers' representative on a brokerage basis for local food packers.

D-6465—VERONIQUE OF CALIFORNIA, 4519 Sunset Blvd., Los Angeles 27, Calif., seeking a representative to handle their hand-built shoulder pads in this territory.

D-6466—SIERRA SALES COMPANY, INC., 3229 East Foothill Blvd., Pasadena 8, California, desirous of establishing a representative in San Francisco covering Northern California for their household cleaner.

D-6467—THE BIG FOUR CARBIDE TOOL COMPANY, INC., 5938 Carthage Avenue, Cincinnati 12, Ohio, looking for a jobber or manufacturer's agent to handle their carbide tipped tools and cutters used in the machining of metals and plastics. Would call on machine, fabrication, tool and die shops.

D-6468—LITTLE CRAFTS, 3951 South Western Avenue, Los Angeles 37, California, would like to contact furniture stores to handle their exclusive line of modern furniture pieces.

D-6469 — ARBOUR FURNITURE MANUFACTURERS, 309 Ludington, Escanaba, Michigan, looking for a manufacturers' agent to handle their rustic furniture.

United Nations—*Continued*

The United Nations Headquarters Committee of the Chamber which met in strategy session recently decided to settle on the three sites named as coming nearest to the qualifications set by United Nations for its headquarters.

The Committee emphasized in announcing its plans that the attitude of San Francisco is that location of the U. N. Headquarters in this area would be welcomed should there be a decision to locate here. But it is realized that the chance the Bay Area has is a "long shot."

"We don't want to create any impression that our chances have improved. They are, frankly, very slim. But as long as we have a chance, as long as there is any possibility of the matter being reopened, we will continue our efforts," Haas explained.

The Committee's position is that if U. N. wants to come to the Bay Area, then there are three available sites which would be suitable for the headquarters where few if any persons would be displaced.

Committee members include: Walter A. Haas, Chairman; Brayton Wilbur, Vice Chairman; Mrs. Jona Booth, Belford Brown, Colbert Coldwell, Leland W. Cutler, Carl J. Eastman, Adrien J. Falk, Henry F. Grady, Matt Graham, T. J. Hallinan, Maurice E. Harrison, James Hurst, Robert W. Kenny, Hon. Roger D. Lapham, Louis B. Lundborg, Parker S. Maddux, Russell E. Pettit, Dr. Robert Gordon Sproul, Dr. Donald B. Tresidder, Hon. Earl Warren, Harold D. Weber, Harold B. Mills, Secretary.

ADMIRAL KING—*Continued*

President Roosevelt appointed King a Fleet Admiral of the U. S. Navy.

In 1945 Fleet Admiral King was relieved by Fleet Admiral Chester W. Nimitz as Chief of Naval Operations, Navy Department, and was assigned temporary duty in the Office of the Secretary of the Navy. On April 2, 1946, Fleet Admiral King was confirmed by the Senate in the permanent grade of Fleet Admiral.

Tickets for the luncheon may be purchased at the San Francisco Chamber, Junior Chamber of Commerce, and Commercial Club.

New Junior Chamber Manager

John B. Crawford has been appointed Secretary-Manager of the San Francisco Junior Chamber of Commerce, replacing John V. O'Brien, who has held this position for the past year and one half.

● **O'Brien** is leaving to take the position of Labor Relations Director for the Poultry Producers' Association of Central California.

Crawford, a veteran of five years' Army duty in Alaska, and a local radio announcer and sportscaster, is well-known to the Junior Chamber, having been an active member for the past ten years.

This change of officers became effective October 15th.

Thomas Banning Dies

Thomas E. Banning, traffic manager of the Columbia Steel Company, died on October 6 after a brief illness.

At the time of his death Mr. Banning was serving his fourteenth year as member of the Transportation Committee of the San Francisco Chamber of Commerce.

Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• TEXTILE MACHINERY

Three types of textile machinery have been added to the Civilian Production Administration's list for which no more priority ratings will be granted, except in emergencies, until the supply of machinery more nearly approaches demand. The CPA has also ruled that manufacturers of this equipment — buttonhole machines, button sewers, and 36 inch high post sewing machines (for luggage)—may now sell up to half of their monthly output to non-priority purchasers.

The WAA states these decisions are intended to support production by enabling established concerns to replace worn-out equipment without priorities.

• PREFABRICATED HOUSING

The prohibition against a manufacturer of prefabricated houses, sections and panels, placing an HH-rated order with a producer has been revoked by the Civilian Production Administration, through an amendment to Direction 8 to Priorities Regulation 33, governing prefabricated housing under the Veterans' Emergency Housing Program.

A prefabricator now may or may not place rated orders with producers, depending on the provisions of Priorities Regulation 1 and other applicable regulations. In cases where a producer normally sells to users (including prefabricators) and to distributors buying for resale, paragraph (p) of Schedule B to PR-33 requires him to continue to sell to both. Such a producer must sell to users at least as large a percentage of total sales as in the past. He is not required to sell more than that percentage, but the order suggests that he shou'd do so when the Veterans' Emergency Housing Program would benefit.

• SURPLUS PROPERTY

Sixty-three per cent of the property declared surplus to War Assets Administration by the Office of Civilian Defense has been sold.

On April 15, when an intensive campaign was begun, the property was situated at 2,600 locations throughout the country. By October 1, 1,500 of these locations had been cleared through sales efforts.

The War Assets Administration has new procedures which will give applicable regional offices a program for selling the residue of OCD property in their regions after priority claimants have been satisfied.

Detailed information may be obtained from the WAA Regional Office in San Francisco as to what amounts of the property are available in that district.

(Continued on page 4)

Chamber Inaugurates Meetings With District Merchants in S. F.

First in a series of joint Chamber of Commerce and district merchants luncheons will be held at the Hotel Richelieu, Wednesday, November 6, it was announced today by Brayton Wilbur, president of the Chamber.

● **Members of the Polk-Van Ness-Larkin Merchants Association** will be present at the luncheon, together with members of the Chamber's Board of Directors and staff.

Purpose of this new series of programs is to further strengthen relations between the Chamber and the outlying districts of the city through a discussion of mutual problems and ways in which the Chamber can be of help to merchants in each district.

Martin O'Connor, president of the Polk-Van Ness-Larkin Merchants Association, and Thomas J. Lenehan, president of the Retail Merchants Association, will co-preside at the meeting. Appearing as program speakers will be Martin O'Connor, Thomas J. Lenehan, Chamber President Brayton Wilbur, and Edward L. Turkington, chairman of the Chamber's Traffic and Highway Committee.

An outstanding feature of the luncheon will be a radio program, narrated by Leonard B. Gross, manager of the Chamber's Radio Service Bureau. Gross will present a brief history of the district, which will be followed by interviews with two leading business men of the district concerning the district's current activities and future plans.

The program will be broadcast at 8:30 p.m., Friday, November 8, over Station KSFO.

Manufacturers and Wholesalers Directory to be Released Soon

First comprehensive directory of the Manufacturers and Wholesalers Association representing San Francisco's apparel industry is being prepared for release to the nation's retailers, it was announced today by the San Francisco Chamber of Commerce and the Association.

● **The directory**, which is being compiled by the Chamber's Domestic Trade Department and the Association, will be distributed to all important out-of-town retailers, fashion editors and resident buyers.

Over 150 manufacturers and wholesalers will be represented in the directory. Classifications will include: Coats and Suits; Dresses; Women's Sportswear; Blouses and Skirts; Millinery; Accessories; Night, Lounging and Lingerie Wear; Children's Wear; Men's and Boys' Wear; Fabrics and Notions; Leatherware and Luggage.

Commenting on the importance of the directory, Adolph P. Schumann, president of the Association, said, "The San Francisco market has originated a great many accepted styles in the apparel field. This directory will give out-of-town merchandisers an opportunity to see the scope of the manufacturing and wholesaling field in San Francisco."

Nation's Imports Highest Since 1926, Says Commerce Bureau

Reflecting increased industrial activity throughout the United States, substantial increases have taken place in the imports of many basic raw materials used by the country's factories during July as compared with previous months, the Chamber reported today.

● **The report**, issued by the Chamber's World Trade Department, is based on figures released by the Bureau of the Census of the United States Department of Commerce.

Imports into the United States in July, amounting to $432 million, were the highest since March 1926 when imports totaled $443 million, according to the Census Bureau. The value of general imports for July was $47 million above the June level of $385 million.

Sears Point Road Data Presented at Hearing

Elimination of hazards on the Sears Point and Black Point cutoffs were strongly urged before the California State Highway Commission in Sacramento last week by a delegation representing San Francisco, the Golden Gate Bridge and Highway District and counties in the Redwood Empire.

● **Dangerous sectors** near Sears Point, the Petaluma Bridge and other points were particularly emphasized, and it was argued that traffic on the route would be greatly increased if the traffic hazards were removed.

The delegation pointed out that bringing the road up to modern standards of construction and safety would make it a desirable artery between valley points and San Francisco by way of the Golden Gate Bridge, not only for private automobiles, but for truck traffic.

The San Francisco Chamber of Commerce was represented at the hearing by Charles E. Gibbs, Chamber legislative manager.

Action On Chamber Traffic Plan Urged

Installation of a coordinated visual traffic signal system, the immediate removal of the outer street car tracks on Market Street and other traffic improvements have been urged by the San Francisco Chamber of Commerce as a means of breaking the city's traffic bottleneck.

● **Immediate action** on these measures was urged by the Chamber at a meeting at which President Brayton Wilbur, General Manager Louis B. Lundborg, E. L. Turkington, chairman of the Chamber's Traffic and Highway Committee, and other committee members presented a 12-point traffic program endorsed by the Chamber.

The program, Lundborg said, was advanced after a study of the Master Plan and Newton Plan, and contains elements of both plans that can be undertaken immediately with current funds.

"The time for further traffic studies is past," Lundborg declared. "What we need now is action."

● **Projects** to be undertaken at once under the Chamber's program include:

1. **Installation of coordinated visual traffic signal system.**
2. **Removal of outer street car tracks on Market Street from Ferry to Valencia, replacing street cars with buses or trackless trolleys.**
3. **Increase in one-way street system, repaving of streets and further elimination of left hand turns in Zone 1.**
4. **Stringent enforcement of existing traffic laws and ordinances with special emphasis on parking regulations.**
5. **Extension of Stockton Street car line across Market Street.**
6. **Temporary measure for the next 90 days: educational campaign to encourage holiday shoppers to shop between 10:00 A.M. and 3:00 P.M. and to leave automobiles at home during that period.**

These improvements, according to Chairman Turkington, could be financed out of traffic fines paid for violation of the State Motor Vehicle Code and the city's Traffic Code. The traffic code fines, he said, now go into a general fund, and would require action by the Board of Supervisors to earmark them for traffic purposes alone.

"Two and one-half years of fine collections would pay for the necessary improvements," he declared.

● **Six additional projects** advanced by the Chamber which would require additional financing include:

1. **Rehabilitation of the transit system (following the Newton plan).**
2. **Tunnel through Russian Hill between Mason and Leavenworth.**
3. **Off-street parking facilities—garages and surface or sub-surface parking lots, including fringe garages.**
4. **Arterial connections with the Bayshore Freeway.**
5. **Portola Freeway—modern highway over Twin Peaks.**
6. **Replacement of Islais Creek Bridge to eliminate Third Street bottleneck.**

Pointing out that part of this long-range program would undoubtedly require a bond issue, Wilbur said that the Chamber intended to get behind the program in a drive to enlist public and civic support. "We intend to follow through on this program and exert continued effort until the desired results are attained," he declared.

Sales Executives to Hold Western Meeting

The Western Regional Sales Executives Conference will be held at the Fairmont Hotel, October 31-November 1, it has been announced.

● **Conference sessions** will be devoted to the following program: Developing a Sales Program; Organizing for Sales; Selling for Profit; and Maintaining Leadership.

Prominent sales executives of national firms who will speak at the conference include: A. T. Danielson, president, National Federation of Sales Executives; Norwood Weaver, vice-president, A. C. Nielsen Company, Chicago; Arthur A. Hood, editor, *American Lumberman;* Ralph W. Carney, vice-president, Coleman Company, Inc., Wichita; Edward J. Hegarty, manager, Sales Training, Westinghouse Electric Corporation; Dr. Dwayne Orton, Director of Training, International Business Machines Corporation; J. S. Jones, manager, Sales Analysis Department, Ralston-Purina Company; Don Belding, chairman of the board, Foote, Cone & Belding; and a number of other sales executives.

Executives of San Francisco business concerns who are interested in attending this conference may contact Vern Culver, Chanslor & Lyon Company.

N.Y. Sales Service Offered to Out-of-Town Manufacturers

The Commerce and Industry Association of New York has recently completed a survey of New York manufacturers' agents for the benefit of out-of-town manufacturers seeking New York representation.

● **Business concerns** in San Francisco who are interested in establishing sales outlets in that area can receive this service by writing to H. K. Astwood, manager, Industrial Bureau, Commerce and Industry Association of New York, 233 Broadway, New York 7.

Grace Line Issues Booklet On California

A pamphlet entitled "California's New Horizons" has recently been published by Grace Line, Inc.

● **Text** of the booklet, which is illustrated throughout, was extracted from testimony presented to the U. S. Maritime Commission regarding wartime changes in the industry and population of California and their anticipated stimulation of foreign trade with the Far East.

Brief Filed In Freight Rate Case by S.F. and Oakland Chambers

Protest against certain features of the proposed increase in railroad freight rates was filed today with the Interstate Commerce Commission by the San Francisco and Oakland Chambers of Commerce.

● **A general increase of 25 per cent** is being asked by the railroads, together with stated maximum increases in cents per hundred pounds on certain commodities.

In a brief filed by the Chambers' transportation managers, the Chambers concede that the railroads are in need of increased revenue, but point out that California railroads have already been permitted to make some increases. "Preservation of existing rate relationships is essential on certain California commodities moving in volume to the east," the brief states, "if those commodities are to continue to move and provide revenue for the railroads."

A full 25 per cent increase on canned goods, rice, beans, floor covering and edible nuts is being asked by the railroads. The Chambers oppose this increase on the basis that these California products encounter intensive competition in eastern markets from like commodities moving shorter distances at lower rates. A percentage increase in rates without proper limitation, the Chambers claim, would add to the rate disadvantage of the California products.

● **The railroads also propose** a 25 per cent increase on fresh fruits and vegetables, and on sugar, with a maximum of 15 cents per hundred pounds on the former and 10 cents on the latter. Declaring that these maximums do not meet all of the exigencies encountered by California shippers, the Chambers expressed the fear that shipments from California would be curtailed, causing loss of revenue to carriers, unless the maximums are modified by the I.C.C.

The brief pointed out that the railroads have already received increases ranging from 15.7 to 18.7 per cent on less than carload traffic within California, effective July 10, 1946, and increases of varying volume on both carloads and less between California port cities and those in Oregon and Washington, effective September 26, 1946. "We ask you to take note of these increases," the brief concluded, "and not to cause the traffic involved to suffer a duplication of increases or bear more than its share of the burden."

Furniture Market, Housewares Show Slated for February

The Western Winter Market will be held at the Western Merchandise Mart in San Francisco, February 3 through 8, according to an announcement by Frank K. Runyan, Mart president.

The Market will be followed by the Spring Western Gift, Toy and Housewares Show, which will be held in the Civic Auditorium during the week of February 8 under the cosponsorship of the Western Merchandise Exhibitors Association and San Francisco Gift and Art Association.

MUNICIPAL BALLOT MEASURES

SAN FRANCISCO CHAMBER OF COMMERCE RECOMMENDATIONS

#1 — Vote Yes. Basis of Standardization of Compensations of Certain Employees.

An amendment which sets rates of pay for street railway system platform employees and bus operators on the basis of the average of the two highest wage schedules in California.

#2 — Vote Yes. Number, Compensation and Meetings of Supervisors.

An amendment which increases Board of Supervisors' salaries to $4,200 per year.

#3 — Vote Yes. Retirement, Miscellaneous Officers and Employees.

The Executive Committee of the Board has approved this proposal, (Thursday, August 22, 1946).

#4 — Vote Yes. Fire and Police Department, Wage and Hour Amendment.

This amendment concerns salaries and hours of employees of the fire and police departments.

#5 — No Recommendation. Permits and Inspections.

This amendment is, in essence, enabling legislation which would permit enactment of a retail sales tax.

#6 — Vote Yes. Leaves of Absence.

A technical amendment designed to assist the Civil Service Commission with respect to officers and employees returned from military service.

#7 — Vote No. Pensions, Dependents of Fire and Police Department Members.

An amendment relating to pensions for dependents of members of the fire and police departments killed in line of duty.

#8 — No Recommendation. Officers Subject to Salary Recommendation.

An amendment which would place elected officers under Salary Standardization.

#9 — Vote No. Number, Compensation and Meetings of Supervisors.

An amendment similar to Amendment #2, except that salaries for Supervisors would be set by the State Legislature.

#10 — Vote Yes. Board of Education.

Amendment enables Mayor to appoint a citizen to serve as an interim Board member should the voters reject a nominee for a vacancy. Such an individual would serve only until voter approval at the next election of a Mayoral nominee.

#11 — Vote Yes. Budget Estimates.

A technical amendment which would require the Mayor to furnish a budget estimate by April 15 of each year rather than by May 1.

#12 — Vote Yes. Substitute Promotional Examinations.

A technical amendment enabling veterans to participate in Civil Service promotional examinations which may have been given during their military service.

#13 — Vote Yes. Substitute Promotional Examinations.

Same as Amendment #12, except that Amendment #13 extends the right to participate in promotional examinations to individuals who were in the Maritime Service as well as to veterans. Voters should make the choice between the two amendments.

#14 — Vote Yes. Public Works and Purchasing Contracts.

An amendment which would reduce the $1,000 limitation now placed on City construction work by increasing the limitation amount to $2,000 with expenditures in excess of that sum done by contract.

#15 — Vote Yes. Retirement of Elective Officers.

An amendment extending retirement privileges to certain elective officers who qualify.

#16 — Vote Yes. Refuse Collection and Disposal.

Proposition authorizing increase in rates for collection and disposal of refuse.

#17 — No Recommendation. Farmers Market.

#18 — Vote No. Declaration of Policy on Traffic Fines.

Calls upon Supervisors to reduce minimum fine for violations of certain parking regulations from $5 to $2.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin," issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 18. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITORS

5970 PHILIPPINES—Manuel Fong, Manager of La Perla, Inc., 515 Rizal Ave., Manila, (also connected with Fong Sim & Co., Import-Export firm of Manila, Hoogkong and Shanghai), is visiting San Francisco and can be reached at 1001 Grant Ave. Wishes to purchase bakery machinery and supplies, radios and parts, hosiery, groceries.

5971 CHINA—Mr. Francis M. Howard, managing director of the Yangste Import & Export Co., 745-7 Chung Cheng Lu (Eastern), Shanghai, is in San Francisco to make arrangements for purchasing (and representations) oil burners, air conditioning equipment, heating and plumbing supplies, paints and lacquers, radio equipment, refrigeration and electrical equipment, etc. His firm are importers, exporters, wholesalers, representatives, agents. Mr. Howard's San Francisco address is c/o El Cortez Hotel, PR-5000.

IMPORT-EXPORT

5972 ARGENTINA—Sevenseas Trading Co., Calle Ayacucho 1165, Buenos Aires, offers leather goods. Wish to represent general merchaodise lines.

5974 CHINA—The China Hand Work Export Co., P. O. Box No. 149, Tsingtao, export human hairnets, pongee silks, laces, art embroideries, bristles, silk embroidered garments, etc. Import linens, yarns, woolens, chemicals, drugs, paper, used tires and newspapers, etc. Have urgent need sulphur black strongest quality, 240%, 200% and 100%. Ramie shoemaker thread, stationery supplies, fountain pens, drugs.

5980 INDIA—Vasantrai Goverdhandas & Bros., Dandia Bazar, Karachi 1, export handmade woolen pile carpets, sports goods, ivory, bison horn, curios, oils, oilseeds, spices, dried fruits, nuts, etc. Import general merchandise and machinery.

5981 MEXICO—Compania Continental Productora, S.A., P.O. Box 7459, Mexico, D.F., export coffee and its products. Wish to hear from firms interested in developing business in Mexico.

IMPORT

5985 ARGENTINA—Lauriente Hnos., Calle Ramon L. Falcon 1323, Buenos Aires, offers paint brushes, also brushes for shaving, clothes, teeth, bath, polishing, etc. Also cured hides (antelope, reptile, calf, etc.).

5991 ENGLAND—Spiro Bros., Midland Bank Chambers, 3 Everton Road, Liverpool 6, wish to export coats, dresses, costumes, etc., as well as general merchandise.

5993 GREECE—Georges Demiros & Co., Bureaux et Entrepots, Agria-Volo, export Greek black olives.

5997 ITALY—Luigi Milani, Carrara, offers marble.

6000 NORWAY—Arne Oppegaard & Co., A/S Oslo, offers the following non-metallic mineral products: mica, ground quartz and mica, abrasives, packings, grinding compound.

EXPORT

6006 ARGENTINA—Enrique Gross, Calle Tucuman 141, Buenos Aires, wants soft wood for making boxes, etc.

6013 BELGIUM—J. de Coninck, 200 Rue Victor Hugo, Brussels, represents 2,500 retail stores, wants canned fruit, packed dried fruit, canned fish.

6018 CUBA—Juan Gonzalez, Sitios Num. 355, Havana, wants 500,000 barrels of cement; 5 to 7 million jute bags for packing unrefined sugar; white sacks for refined sugar; iron rods of different thicknesses.

6030 MEXICO—Bodegas de Santa Ana, S. de R.L., Aptdo. No. 32, Santa Ana, Sonora, want used machinery for bottling carbonated beverages.

6034 NICARAGUA—La Casa Del Sombrero, Aptdo. No. 242, Managua, D. N., want machinery for making hat bands.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. (Subscription, Five Dollars a year included in Annual Dues.) Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

S.F. Naval Shipyard Open on Navy Day

Members of the San Francisco Chamber of Commerce are invited to visit San Francisco Naval Shipyard on Saturday, October 26, to see first hand the shops, drydocks and facilities that make this activity San Francisco's largest naval establishment, as well as one of the leading naval shipyards in the country.

● **The shipyard** is open for inspection in observance of Navy Day. Visits may be made between 9:00 A.M. and 4:30 P.M.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6470—MR. R. STANLEY HILL, 915 York Street, Oakland 10, California, would like to represent local manufacturers of hardware, tools and furniture in New Mexico, Colorado, Nebraska, Kansas, Oklahoma and Western Texas.

D-6471—THE NORTHEAST PRODUCTS, 2 Depot Plaza, White Plains, New York, seeking a sales organization to represent their "Electrelease" door opener. Would contact the electrical jobbing and wholesale electrical hardware trade. Work on commission basis. Ready to make prompt delivery.

D-6472—DE-OXO-LIN CHEMICAL PRODUCTS, INC., 3051 Rosslyn Street, Los Angeles 41, California, looking for a factory distributor for their flame proofing, wood preservatives and waterproofing product. Would call on termite control, fire fighting equipment and safety supply houses.

D-6473—MR. JOSEF LEYROW, Minnie Court, Akron 11, Ohio, seeking a distributor to sell baby nipples.

D-6474—THE PAINT BOX STUDIOS, Glens Falls, New York, looking for a representative to handle their household gift items.

D-6475—WEBER AND PILE, INC., 542 So. Broadway, Los Angeles 13, California, seeking salesmen to sell their refrigerator deodorizer.

D-6476—ROSS MATTHEWS CORPORATION, 32 Central Avenue, Pawtucket, Rhode Island, seeking a representative to handle their elastic braid. Used by garment manufacturers.

D-6477—LuBON SALES COMPANY, P. O. Box 1825, Salt Lake City, Utah, would like to act as distributor for local manufacturers in the Salt Lake territory.

D-6478—THE THOMAS A. STEEDS COMPANY, 1836 Euclid Avenue, Cleveland 15, Ohio, looking for a firm to represent them on the West Coast to handle their line of cocktail coasters.

D-6479—SLEEPY HOLLOW POTTERY, 664 Coast Boulevard, South, Laguna Beach, California, desire an agent to act as a representative for their ceramic products on a commission basis, or a jobber who will handle his own stock, to sell gift shops, florists, and other stores handling ceramics.

D-6480—SMITH-BECKER COMPANY, 29 Pine Street, San Francisco 11, Calif., seeking additional lines from local manufacturers kindred to lumber, building materials, hardware, plumbing and janitorial supply houses, to represent them on the Pacific Coast.

WAA to Sell Angel Island

Angel Island, occupied almost continuously by the United States Army since 1863, has been turned over to the War Assets Administration regional office in San Francisco for disposal, it has been announced by J. W. Harrop, assistant deputy regional director for real property disposal.

● **Disposal** of the 640 acre island probably will take several months, according to Harrop. The WAA first must make a preliminary survey of the property to decide how it will maintain and safeguard it after it takes possession, he said, and this will be followed by a conference with U. S. Army Engineers now charged with custody of the island.

Next step will be classification of the property, and then several weeks more will be required for appraisal.

Arthur Sargent to Manage C. S. C. P. A.

Appointment of Arthur M. Sargent, former secretary of the Modesto Chamber of Commerce, as secretary of the California Society of Certified Public Accountants has been announced by Walter Draewell, San Francisco, president of the organization.

● **In the newly-created position** of secretary of the Society, Sargent will devote his time to public information, educational standards surrounding the teaching and learning of the accountancy profession, and membership service.

Civic Center Art Exhibit Closes

The First Annual Municipal Art Exhibition sponsored by the city and directed by the San Francisco Art Commission closed last Sunday following a record attendance.

● **Over 450 Bay Region artists** participated in the four-day exhibit which was held in Civic Center Plaza.

WASHINGTON NOTES

(Continued from page 1)

● *INDUSTRIAL PROPERTY*

The War Assets Administration has issued a new amendment extending the time in which the Reconstruction Finance Corporation may exercise its priority to buy government-owned industrial real property for resale to small business.

Although the time for exercising priorities for such surplus property is normally 15 days, under provisions of Amendment I to Regulation 10, the RFC, buying for resale to small business, may use its priority at any time up to and including the final date set for the submission of offers by non-priority buyers.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• SURPLUS ARMY TUGS

Nine 74 foot Army ST tugs are for sale as surplus at the fixed price of $40,000 each. The single screw tugs are powered by one 400 HP Imperial Diesel engine, and have a speed of approximately 9 knots, accommodations for 8 men and a fuel capacity of 10,349 gallons.

All of these tugs are located only on the West Coast—two at San Francisco and seven at Seattle, Washington.

Applications for inspection should be made to the Superintendent, Water Division, Army Port of Embarkation in San Francisco or Seattle. Prospective purchasers may place their orders or obtain additional information from the Director, Small Vessel Sales, U. S. Maritime Commission, Commerce Building, Washington 25, D. C.

• MARITIME SALE

The Maritime Commission has offered for sale for operation, under Invitation to Bid Number 239, the sternwheel river passenger steamer DELTA QUEEN. The vessel is of 1837 gross tons and 1318 net tons, and is located in the Suisun Bay Reserve Fleet.

Permission to inspect may be obtained from Commander T. J. Healy, Fleet Superintendent, Suisun Bay Reserve Fleet, Municipal Wharf, Martinez, California.

Bidding will not be limited to citizens of the United States and the Maritime Commission reserves the right to reject any and all bids. Bids will be opened at 2:30 p.m., EST, November 20, 1946 in room 4821, Department of Commerce Building, Washington 25, D. C.

• CONSTRUCTION MACHINERY

War Assets Administration has advised its 33 Regional Offices that the National Housing Expediter has extended the "freeze" on nine kinds of new and used construction machinery for 30 days in furtherance of the Veterans Housing Program. The additional 30 day freeze period will expire on November 17.

During the freeze period, WAA may sell this equipment only to purchasers holding a Housing Expediter directive or certificate, or a CPA special directive or urgency certificate.

Seven of the frozen items had been set aside by WAA for exclusive sale to veterans. They are (1) Batching plants; (2) Cranes (truck mounted and tractor crawler type); (3) Ditching machines; (4) Portable air compressors (100-500 C.F.M. inclusive); (5) Rock crushers (25 tons per hour or under); (6) Track-laying tractors; (7) Tractor-type scrapers.

Under HEPR 3, persons who will use one of these seven items for the VEHP, and who hold a WAA veteran's certificate, will be given first preference in purchasing the construction equipment.

S. F. Bay Area Exports, Imports Lead West Coast During July

The San Francisco-Oakland Customs District led the entire Pacific Coast in exports and imports handled during July, 1946, it was reported today by the San Francisco Chamber of Commerce.

• **The report,** issued by the Chamber's World Trade Department, is based on figures released by the Bureau of the Census of the United States Department of Commerce.

Bay Area exports were valued at $32,633,000, or 52.4 per cent of the total shipments from five Pacific Coast customs districts. Exports at other customs districts during July were: Washington, $10,116,000; Los Angeles, $9,536,000; Oregon, $8,128,000; and San Diego, $1,852,000.

Reflecting increased industrial activity, Bay Area imports totaled $8,081,000 compared to $7,051,000 in June. Imports at this customs district amounted to 38.2 per cent of the total shipments from all Pacific Coast customs districts.

Value of imports at Los Angeles was: $5,654,000; Washington, $5,494,000; San Diego, $954,000; and Oregon, $946,000.

Chamber Traffic Steps Adopted by Board of Supervisors

Prompt action by the Board of Supervisors to adopt the first two steps of a five-point traffic program recently announced by the San Francisco Chamber of Commerce was hailed today by Chamber President Brayton Wilbur.

• **Wilbur** urged equally speedy action on the three remaining points of the Chamber's traffic action program.

The three points are:

1. Increasing the one-way street system and the further elimination of left hand turns in Zone 1.

2. Stringent enforcement of existing traffic laws with special emphasis on parking regulations.

3. Extension of Stockton Street car line across Market Street.

The Chamber disclosed that action on extension of the Stockton car line was due for the near future with the necessary switch already ordered by the Public Utilities Commission.

Commenting on the remaining points of the Chamber's traffic program, Wilbur said: "It is equally important that the one-way street system be increased to the fullest extent, and I cannot emphasize too strongly the problem posed by citizens who illegally park their automobiles. Parking of cars in restricted zones not only delays and obstructs the entire flow of vehicular traffic, but prevents commercial vehicles from transacting necessary business. Stringent enforcement of present city regulations is vital to the over-all improvement of the traffic picture."

Business Trade Reports Available

A monthly series of trade reports, providing accurate up-to-date measures of the flow of consumer spending is now available to San Francisco businessmen, according to a joint announcement today by the San Francisco Chamber of Commerce and the United States Department of Commerce.

• **The service** is a cooperative undertaking of business and government and includes a series of local and national releases for the retail, service, repair and related kinds of trade.

Prepared by the Census Bureau of the U. S. Department of Commerce, the national releases show trends in sales and receipts of some 44 kinds of retail trade and an additional number of personal service businesses.

Census representatives are visiting San Francisco and other communities to acquaint businessmen with the details of the service. The data gathered here is the basis for a monthly trade report for San Francisco and is also incorporated in the national report.

By providing a comparison of current-month sales or receipts with those for the previous month and the previous year, the trade reports enable the individual merchants, suppliers, wholesalers and producers to keep up with changing trends, and furnish an improved factual basis for business decisions.

Latin-American Newsletter Welcomed

Letters praising the reestablished Latin-American Newsletter continue to be received by the San Francisco Chamber of Commerce.

● Indicative of the enthusiastic reception accorded the Newsletter in Central and South America is a letter received from Porfirio Simo, Secretary-General, Chamber of Commerce, Santo Domingo.

Writes Simo, " . . . you have eloquently described the progressive economic and cultural importance which the city of San Francisco has achieved during the postwar period, and which is today converted into one of the most attractive and promising centers in the world.

" . . . whatever proposal your organization has for the promotion of greater trade between the city of San Francisco and this country will receive the hearty support of our Chamber, which has also worked diligently for the same goal.

"We shall be pleased to publish your article in the next edition of our 'Information Bulletin,' so that many people who receive our bulletin may be apprised of the growing commercial importance of San Francisco."

Grand National Livestock Exposition Opens Nov. 15

Preparations for the second Grand National Livestock Exposition, Horse Show and Rodeo, to be held at San Francisco's Cow Palace during the week of November 15-24, are entering their final phase, according to a report by Nion Tucker, Chairman, Board of Directors.

● Over 3000 livestock entries from 25 states will be judged at the show, which is the largest exposition of its kind ever to be held in the West. Exhibit space in the pavilion will be augmented by 200,000 square feet of pen and corral space now under construction.

Two organizations will hold conventions during the week of the Cow Palace Show. The California Wool Growers Association will hold a one-day convention at the Palace Hotel, November 22, to complete plans for the Association's national convention in San Francisco in January. The International Rodeo Association also will be holding its annual convention during the exposition, in which many of its members will participate.

Ramspeck Honored at Chamber Luncheon

Robert Ramspeck, executive vice president of the Air Transport Association of America, an organization representing all scheduled air carriers in the United States, was guest of honor at a luncheon given by the Aviation Committee of the San Francisco Chamber of Commerce on Wednesday, October 23, at the Commercial Club.

California Mineral Production for 1945 Sets State Record

California's mineral production for 1945 set a new record, according to a report by W. B. Tucker, State Mineralogist, which is currently being studied by San Francisco Chamber's Mining Committee.

● The increase over prior years was due to the unprecedented output of petroleum and natural gas, comparative totals being as follows:

1945	$473,661,591
1944	469,774,525

All 58 counties of the state contributed to the production which represents 58 different mineral substances exclusive of segregations under gems.

● Major items of production were as follows:

Petroleum	$342,756,767
Natural Gas	35,362,313
Cement	23,469,027
Gold	5,177,830
Quicksilver	2,697,835
Zinc	2,224,184
Copper	1,883,206
Tungsten Ore	1,587,951
Lead	1,247,410

Salines, such as magnesia, borates, potash, and soda were produced at a value of $18,918,432.

Legion Convention Filmed for Television

San Francisco's many tourist attractions are now being shown to television audiences in New York, Washington, Schenectady, Philadelphia, and Chicago through the American Broadcasting Company's special film of the American Legion Convention last month.

● ABC's camera crew shot 10,000 feet of film showing Legionnaires enjoying San Francisco sights. Business meetings of the Legion were also photographed.

Edited to about 20 minutes, and with a commentary by an ABC announcer, the film is being presented to the Legion by ABC for showing in Legion posts throughout the country.

Chamber-District Merchants Luncheon to Discuss Traffic

Discussion of district traffic problems will be a feature of the joint Chamber of Commerce and Polk-Van Ness-Larkin District Merchants Association luncheon scheduled for Wednesday, November 6, it was announced today by Brayton Wilbur, president of the San Francisco Chamber of Commerce.

● The luncheon will be held at the Hotel Richelieu and is the first in a series of joint Chamber of Commerce and District Merchants luncheons.

Edward L. Turkington, chairman of the Chamber's Traffic and Highway Committee, will discuss general traffic problems and will report on the recently announced traffic action plan of the Chamber.

Martin O'Connor, president of the Polk-Van Ness-Larkin Association, will review the plans of the Association concerning the installation of parking meters in the district. This is the first San Francisco section to use parking meters. Approval of installation of the meters has been granted by city officials.

O'Connor and Thomas J. Lenehan, president of the Retail Merchants Association, will co-preside at the meeting. Chamber President Brayton Wilbur, members of the board of directors and staff of the Chamber will be present.

Chamber Maps Flown to Paris Aviation Exposition

Approximately 3000 San Francisco Chamber of Commerce map folders, which also give the San Francisco Bay Area highlights, will be flown to Paris to be distributed at the International Aviation Exposition being held in that city.

● The maps will arrive in New York by American Airlines on November 1 en route to Paris.

This will be the first time since 1940 that any literature has been distributed in a foreign country to attract visitors to the United States.

HERE IS THE CHAMBER'S TRAFFIC ACTION PROGRAM

● Phase I. To Be Undertaken *Immediately:*

1. Installation of coordinated visual signal system. (To be paid for from traffic fines according to San Francisco Traffic Code and State Vehicle Code.)
2. Removal of outer street car tracks from Market Street and repave streets—Ferry to Valencia, starting first with section from Third Street to Valencia. Replace street cars with buses or trackless trolleys when available.
3. Increase one-way street system.
   A. Repave streets.
   B. Further elimination of left-hand turns in Zone I.
4. Stringent enforcement of existing traffic laws and ordinances with special emphasis on parking regulations.
5. Extension of Stockton Street car line across Market Street.
6. Temporary measure for the next 90 days: educational campaign to encourage holiday shoppers to shop between 10:00 a.m. and 3:00 p.m. and to leave automobiles at home during that period.

● Phase II. Major Projects Requiring Additional Financing:

1. Rehabilitation of transit system.
2. Tunnel through Russian Hill between Mason and Leavenworth.
3. Off-street parking facilities—garages and surface of sub-surface parking lots, including fringe garages.
4. Arterial connections with the Bayshore Freeway.
5. Portola Freeway—modern highway over Twin Peaks.
6. Replacement of Islais Creek Bridge to eliminate Third Street bottleneck.

Unemployment Disability Benefits In California

By BERT W. LEVIT

Long, Levit, Cunningham & White, Attorneys
San Francisco, Los Angeles

California has been a pioneer among the states in the expanding field of public assistance to its citizens.

State aid for the indigent aged, blind, and orphans has been provided here practically since statehood was acquired in the middle of the last century. As early as 1870, state grants for unemployment relief were made by the legislature to local governmental units and to private institutions. This practice, however, was prohibited by the 1879 constitution, and it was necessarily discontinued until 1933 when the relief administration was provided for by constitutional amendment.

• SHELLEY BILL

The latest development in California's many ventures in the public assistance sphere is the recently enacted Shelley bill passed at the 1946 special session of the legislature. It provides for a system of "unemployment compensation disability benefits" to be added to California's unemployment insurance program. Because the disability benefits program was enacted as a component part of the already existing Unemployment Insurance Act, and because the former is closely integrated with the latter both administratively and substantively, it is necessary to understand both in order to understand either.

• PAYROLL EXCISE TAX

Unemployment relief as a system of insurance benefits stems from passage of the federal Social Security Act in 1935. That law, in addition to setting up a federal program of old age insurance benefits and providing grants to the states for needy aged relief and other purposes, imposed upon employers of eight or more (with some exceptions) an excise tax upon payrolls. The Social Security Act did not establish any federal unemployment insurance system, and the excise tax collections were placed in the general funds of the Treasury. The purpose of the tax was to induce the states to establish unemployment insurance programs. This inducement took the form of a provision that employers would be relieved of 90% of the federal tax (or 2.7% of the present 3% tax) if they were required to pay such a tax to the state under a state unemployment insurance plan approved by the federal Social Security Board.

• EMPLOYEE TAX

The financial "bait" was of course irresistible to all the states. California passed its Unemployment Insurance Act in 1935. It taxed employers of eight or more employees (with exceptions) to the full extent of the 90% credit allowable under the federal law. It also taxed employees 1% of their wages. Effective January 1, 1946, by action of the 1945 legislature, the coverage of the California law, and the tax, were extended (with exceptions) to all employments of one or more employees.

Twelve other states, like California, had enacted an employee tax of 1% (Rhode Island's was 1½%); but today only California, Rhode Island, New Jersey, and Alabama still impose the tax on employees. Experience since 1935 has indicated that the employers' tax alone is sufficient to carry the unemployment insurance program.

In 1942, Rhode Island passed a disability benefit law to be financed by 1% of the 1½% employee tax. The disability benefit reserves, however, had been shrinking since that date, and in April 1946, the Rhode Island law was amended to apply the entire 1½% employee tax to disability benefits, to eliminate benefits in pregnancy cases, and in other particulars.

The California law was modeled after the Rhode Island act, with certain changes designed to eliminate some of the difficulties encountered in Rhode Island. A similar bill was defeated in the 1945 legislative session. California's experience will be closely observed throughout the country, as several states (notably New Jersey, Illinois, Missouri and Washington) are already considering similar legislation.

• COVERAGE

The California act is sweeping in its coverage. There are enumerated excepted classes of employment, the most important of which are farm and domestic employees; self-employed are also excluded. Otherwise, it covers every employee in the state. Disability benefit payments will commence as of December 1, 1946, by reason of recent action by Congress in H.R. 7037 in releasing that portion of unemployment insurance funds contributed by employees to the states for use under state disability benefit plans. This will presumably give California a fund in excess of $100,000,000 as a reserve from which disability benefits can be paid.

• ADMINISTRATION

Administration of the act is placed in the hands of the California Employment Stabilization Commission, the body which administers the unemployment insurance system. The Commission is an ex-officio body, consisting of the three members of the Unemployment Insurance Appeals Board and the heads of the two main divisions of the Department of Employment. All five of these officials are appointed by the Governor with approval of the Senate; the latter two serve at the Governor's pleasure, while the former three are appointed for staggered terms of four years each.

• PROVISIONS

A "disability" is defined as a physical or mental illness or injury (excluding pregnancy), which prevents the worker from performing his customary work. There is a seven day waiting period before benefits are payable; and disability benefits are not payable for any week in which the employee is entitled to unemployment insurance payments or to workmen's compensation benefits. Both unemployment insurance payments and disability benefits may be collected by the same individual in the same year, but not in a total amount exceeding one and one-half times the total benefit payable under either program alone.

Amount and duration of disability benefits are calculated in the manner and on the basis prescribed for unemployment insurance payments. Briefly, these depend upon past earnings which determine both the maximum total benefits payable and the weekly rate of payment. The total benefits payable in any one "benefit year" vary from $163 to $468, and weekly rates vary from $10 to $20. Duration of payments will range from approximately 9 to 23 weeks. Actual calculations are made from tables contained in the Unemployment Insurance Act.

As has been indicated, benefit payments are to be financed entirely from the 1% employee tax on wages and salaries (up to $3,000), which formerly went into the unemployment insurance fund held in trust by the federal government. These tax payments, including past payments to be returned by the federal government, are to be placed in a special disability fund in the state treasury. Not more than 5% may be used for cost of administration.

Provision is made for substitution of "voluntary" plans for payment of disability benefits in place of payments by the state from the disability fund. Such private plans are subject to approval by the Employment Stabilization Commission. After approval, the employees' tax is no longer payable, and payroll deductions (not to exceed 1% however) may be made by the employer to defray the cost of the private plan. Private plans may be provided through self-insurance by the employer, who must then be bonded, or through a private insurance carrier admitted to do business in this state.

• RULES AND REGULATIONS

A voluntary or private plan must be consented to by a majority of the employees involved. It must afford them rights "greater than those provided for" by the act itself as administered by the state. It must be satisfactory to the employer. If it involves a private insurer, the policy form must have been approved by the insurance commissioner. Informally, it is understood that "greater" benefits means that the benefits provided by the private plan must equal those of the law with respect to amount of benefit, duration of benefit, and eligibility for benefit; and must exceed those of the law with respect to at least one of these categories.

Private plans can be adopted to take effect either coincidentally with the law, or on the first day of any calendar quarter thereafter. Forms of application are now being prepared, and it is understood that the Commission will require them to be used in filing for approval. It is expected that private carriers will develop satisfactory programs for voluntary disability benefit coverage, and it is expected that the Commission and employers will welcome use of these plans. Indeed, approval of a voluntary plan by the Commission is mandatory if it meets the requirements of the law.

It is not possible within the limitations of this discussion to go into the many administrative provisions and problems of the act. Rules and regulations are now being drafted by the Employment Stabilization Commission for approval by the Appeals Board, and these will no doubt be published shortly.

The California disability benefits act is a social experiment of considerable significance. Its operation is likely to affect legislation in many jurisdictions, and may well influence future activities of private insurance carriers in the group insurance field in particular, and perhaps in other fields as well. The act itself is by no means in a form of final perfection. Experience, and a willingness on the part of capital, labor, and government to acknowledge the superiority of fact over fancy, will be required to achieve the social aims of this type of legislation.

EDITOR'S NOTE: The foregoing article by Mr. Levit is being published in BAY REGION BUSINESS *as a service to Chamber members who, as employers, may be interested in receiving information about insurance benefits.*

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin," issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 18. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

IMPORT

5984 ARGENTINA—C.Y.P.A., R. Tellier, Calle Peru 441, Buenos Aires, offers ceramics and artistic porcelain. Descriptive catalogues at World Trade Dept.

5995 INDIA—Nath Brothers, Kashi House, Connaught Place, New Delhi, offer cashmir hand-embroidered goods, ivory, sandalwood, walnut, carpets, precious stones, furs, brassware and curios. A set nf photographs, together with descriptions and price lists, at World Trade Dept.

6002 PHILIPPINES—Balita Commercial House Co., 717 Evangelista Street, Manila, offer manganese and chromite ores assayed as follows: 35% to 40%, 41% to 45%, 46% to 50%, 51% to 55%. Invite quotations per long ton and quantity desired, also request buyers furnish cable addresses.

6005 AFRICA—G. Caramelli, Asmara, Eritrea, export salted shark skins.

EXPORT

6008 ARGENTINA—Richard H. Klugh, Avenida Cabildo 1748, Buenos Aires, wishes ditch-digging machinery of smaller types, motor-driven equipment suitable for digging drainage ditches from one to three feet wide and from two to five feet deep in alluvial delta land. Asks for description, prices and possible delivery date.

6014 BRAZIL—Ramos Falcao, Cx, Postal 892, Recife, Pernambuco, interested in importing Pyrex oven glassware, china, silverware, hardware, ladies' and men's wearing apparel, flat-top railroad cars for sugar-cane transportation.

6017 CHINA—Cheng Hsin Trading Co., 357 Roosefelt Road, 1st Area, Tientsin, wish to import bicycles, iron ware, kerosene and its byproducts.

6024 INDIA—Khoobchand & Co., Mahatma Gandhi Road, Karachi, 2, particularly interested in obtaining hardware, metals, plastics, stationery, toilet articles, novelties, hosiery and fancy goods. Would also like sole agency or distribution rights for low-priced radios, typewriters, sewing machines, bicycles.

6026 ITALY—Piacentini & Fassio, Via Saluzzo 3, Torino, want synthetic hard waxes and pigments for tanneries and textile industries. Particularly for manufacture of pencils, candles, shoe-blacking, phonograph discs.

6032 MEXICO—J. Jesus Oviedo, "Ferreteria Nueva", Esq. Juarez y Morelos, Queretaro, Qro., wants water meters.

6037 STRAITS SETTLEMENTS — South Seas Traders, 30 Sumbawa Road, Singapore, has cabled for exporters of sweetened condensed milk. Cable Sosetrad. Also want 90 long tons of formic acid, 90%, packed either in 44-pound demijohns or in 120-pound carboys.

REPRESENTATIONS, AGENCIES, DISTRIBUTORSHIPS

6042 ARGENTINA—Walter W. Hirschfeld, 25 de Mayo 158, of. 408, Buenos Aires, seeks a representative for his manufactured products — handbags, wallets, gloves, belts, and other leather items.

6044 CANADA—Jean Guy Desjardins, 109 Fraser St., Quebec City, P. Q., seeks exclusive agency or distributorship for American firm wishing to establish business in Quebec and vicinity.

6049 ECUADOR—Centro Tecnico I Comercial, Clemente Ballen 222, Guayaquil, seek representations in dried and canned fruits, oats, flour, lard, raw materials for soap making, canned goods, dried fish, wrapping papers, etc.

6052 FRANCE—M. Th. Moha, 110 Rue de la Boetie, Paris, is export agent for Callot Soeurs perfumes and wishes to appoint distributors on an exclusive agency basis.

6054 HAWAII—Lawrence Haaeberg-James Woolsey, Post Office Box 2903, Honolulu 2, operate as manufacturers' representatives and jobbers and would like to represent a packer of good quality canned fruits and vegetables.

6060 SPAIN—Estanislao Roig Gingi, 53 C. Ballester, pral. 2, Barcelona, (S.G.), seek import-export connections, representations. Offices in Madrid, Valencia, Sevilla, Zaragosa and Valladolid.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. (Subscription, Five Dollars a year included in Annual Dues.) Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6481 — DEN-NAP ELECTRIC MOLD COMPANY, Macon, Georgia, wish to secure a representative in this area for their electric tire recapping equipment.

D-6482—HORNER-BALLEW SALES COMPANY, 509 Wirthman Building, Kansas City 3, Missouri, interested in representing local manufacturers in the Missouri area. Have had previous experience and are now starting own company.

D-6483—MR. NORMAN A. STOCKER, 5717 North Shore Drive, Milwaukee 11, Wisconsin, would like to represent San Francisco Manufacturers in Wisconsin, Illinois, Iowa and Minnesota. Has contact with tractor, farm equipment, industrial engine, outboard motor and special machinery builders.

D-6484—FIDELITY MANUFACTURERS' REPRESENTATIVES, 7812 Old Georgetown Road, Washington 14, D. C., have the following services to offer to manufacturers: Act as distributors in District of Columbia, Pennsylvania, Delaware, Maryland, Virginia and North Carolina; Sales agency handling sales for this area direct to consumer; Represent clients' interests in any dealings with Governmental Agencies and obtain information on Government procedure and regulations; Obtain transportation and hotel accommodations; Secretarial service for clients while in Washington; Obtain business sites in their vicinity, handle sales of real estate, investment property, through one of affiliates licensed in Maryland and District of Columbia; A well rounded sales force capable of handling any line of business.

D-6485—MANUFACTURERS' SALES AGENCY, 324 Cooper Building, Denver 2, Colorado, interested in representing local manufacturers of items salable to public utilities, mining companies, oil and gas producing and refining companies and large industrials. Cover the Rocky Mountain territory.

D-6486—MR. ERNEST M. OPTON, 1330 Hyde Park Boulevard, Chicago 15, Illinois, would like to represent California manufacturers of canned foods and preseves as a food broker in Chicago.

D-6487—PREMIER PRODUCTS COMPANY, Suite 1022, Patterson Building, Denver 2, Colorado, desire to act as distributors for local manufacturers of bicycles, wagons, skooters, tricycles, and roller skates in Colorado, Wyoming, New Mexico, Utah, Nebraska and Kansas.

D-6488 — CHILRITE, INC., 440 Penn. Avenue, Pittsburgh 24, Pennsylvania, looking for a wholesale distributor to handle their commercial fishkeeper refrigerator.

D-6489—MR. ALBERT GILES, 2021 Chestnut Street, Philadelphia 3, Pennsylvania, interested in representing local packers and canners of food products in Philadelphia and New York markets. Also would like to contact importers of coconut from the Philippines.

D-6490 — LYNN DISTRIBUTING COMPANY, 705 East 102nd Street, Cleveland 8, Ohio, would like to act as distributor for local manufacturers of home appliances, heating units of all kinds, water coolers and allied products.

D-6491 — L. S. TAYLOR MANUFACTURING COMPANY, 849 Marietta Street, Atlanta, Georgia, interested in locating a distributor in this area for their aluminum garage door. Immediate delivery.

D-6492—MR. G. H. SLACK, 2631 Chester Lane, Bakersfield, California, desires to act as manufacturers' agent, jobber and wholesaler for local manufacturers in the lower San Joaquin Valley. Has contacts with hardware retailers, building trades and lumber yards.

D-6493—MR. HENRY JULLUM, 317 Builders Exchange Building, Portland 4, Oregon, interested in representing local manufacturers of building, engineering and construction materials and equipment in the Pacific Northwest. Has established contacts.

D-6494—MILLER-BIXBY CO., manufacturers' representatives and brokers for exporters, 7 Front Street, San Francisco, would like to represent local manufacturers of household appliances and electric products for export.

September Industrial Expansions . . .

—By the Chamber's Industrial Department

Northern California gained 32 new plants to cost $5,019,500 and 26 expansions to represent expenditures of $402,650 during September, 1946, according to tabulations by the San Francisco Chamber's Industrial Department.

September developments summarize as follows:

- **San Francisco**
  - 6 new plants . . . $100,500
  - 7 expansions . . . 126,000
  - 13 total $226,500
  - providing 76 jobs
- **Bay Area (12 Counties)**
  - 24 new plants . . . $4,607,250
  - 24 expansions . . . 341,950
  - 48 total $4,949,200
- **Northern California**
  - 32 new plants . . . $5,019,500
  - 26 expansions . . . 402,650
  - 58 total $5,422,150

Due to material shortages and building restrictions, September figures were considerably below those for the previous month. August accounted for 46 new plants at $12,241,500 and 33 expansions to aggregate $4.107,400, for a total of 79 projects to cost $16,348,900 in northern California. However, total figures for the northern part of the state for 1946 through September were $11,427,083 abead of the same period last year.

Developments for the first nine months of 1946 summarize as follows: San Francisco, 98 new plants—$4,242,500, 127 expansions—$7,586,800 for a total of 225 projects to cost $11,829,300; Bay Area (12 Counties), 449 new plants—$45,131,875, 352 expansions—$53,038,115, for a total of 801 projects to cost $98,169,990; northern California, 565 new plants—$57,402,955, 414 expansions—$57,147,748, totaling 979 projects to cost $114,550,703.

Some of the Bay Area developments for September 1946 are:

- **Keating Company**, 240 Clementina Street, San Francisco, leased building to manufacture wood working equipment and will employ about 25. Company now makes 8" table saw.
- **Fred Cassisa**, Columbus Avenue at Green, San Francisco, is taking bids for construction of $30,000 sausage factory.
- **Western Foundry**, San Jose, purchased site at Santa Clara and will erect $30,000 foundry plant in immediate future.
- **Sacramento Shopping News**, Sacramento, awarded contract for erection of $40,000 printing plant.
- **Western Pacific Railroad Company**, awarded contract to construct $150,000 diesel engine service shop at foot of Adeline Street, Oakland.
- **Pacific Railway Signal Company**, Los Gatos, Santa Clara County, was granted CPA permit for $10,000 warehouse addition to plant.
- **Enterprise Engine & Foundry Company**, South San Francisco, awarded contract for $21,000 alteration to grey iron foundry.
- **Aluminum Cooking Utensil Company**, Oakland, will build $24,000 steel addition to plant.

Bay Region Business

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General Business Activity

Thumb Nail Sketch: by the Research Department

● TREND

At the close of the third quarter of 1946, general business activity in San Francisco was still climbing, based on our Index at 216.4. September activity was up 11.8% over last September and 1.2% above August. The 9 months' cumulative showed a gain of 6% over a like period a year ago.

Among the fields of activity showing the most marked gains for the 9 months' cumulative period are construction, real estate, retail trade, wholesale trade, most of the manufacturing industries, bank and stock exchange financial transactions, airport traffic, general employment and payrolls.

● Manufacturing Industries

Production workers employed in the manufacturing industries in San Francisco Bay industrial area in September were identical to August in number and totaled 138,300, according to a report by the State Department of Industrial Relations. During this period the non-durable industries' workers increased 1,200 to 77,000, while the durable workers dropped 1,200, reducing the total to 61,300. During September all industries, both in the durable and non-durable fields except tobacco and transportation equipment industries, were well above the level of a year ago, in both employment and payrolls, as shown in the following table:

SAN FRANCISCO BAY INDUSTRIAL AREA	PERCENT CHANGE SEPT. 1946 FROM SEPT. 1945	
	Employment	Payrolls
Durable Goods Industries		
Lumber and Timber	27.6	31.7
Furniture and Wood Products	58.0	38.0
Stone, Clay and Glass Products	30.5	32.2
Iron, Steel and their Products	30.0	44.4
Transportation Equipment	−67.6	−71.0
Non-ferrous Metals	20.3	19.6
Electrical Machinery and Equipment	11.5	15.0
Machinery	27.2	36.8
Automobiles and Automobile Equipment	54.0	82.4
Non-Durable Goods Industries		
Food and Kindred Products	12.5	36.1
Tobacco	−8.7	−10.5
Textile Mill Products	20.1	35.5
Apparel	21.8	41.8
Paper and Allied Products	8.4	20.8
Printing	24.4	40.3
Chemicals	16.5	18.4
Petroleum	17.0	9.1
Rubber	9.8	29.3
Leather and Leather Products	15.0	10.4
Non-Manufacturing Industries		
Retail Trade	12.3	25.7
Wholesale Trade	12.3	39.3
Hotels	4.7	13.4

Information about retail and wholesale trade can be obtained from the Chamber's Research Department. This material will appear in the next issue of Bay Region Business.

Average weekly earnings in manufacturing industries in September amounted to $50.53 compared to $53.42 in August and $45.62 in September. Average hourly earnings were $1.322 in September, $1.308 in August and $1.224 in September last year. Hours worked per week in September were 38.2 compared to 40.8 in August and 37.3 in September a year ago.

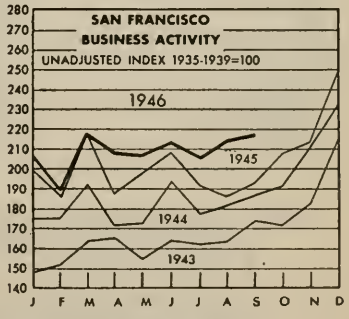
● INDUSTRIAL EXPANSIONS

Material shortages and building restrictions were reported to have reduced the new industrial expansions during September. The Chamber's Industrial Department reported the Bay Area September total of 48 projects with outlays of $4,949,200; Northern California 58 projects with outlays of $5,422,150; the Bay Area 9 months' cumulative projects reached 801 with outlays of $98,169,990; and in Northern California there were 979 projects costing $114,550,703.

● Purchasing Power of the Dollar—Living Costs in San Francisco

The changes in the purchasing power of the dollar in San Francisco as related to the 1939 cost of goods and shelter purchased by the wage earner and lower salaried workers here have been as follows:

1920	$0.744
1933	1.069
1939	1.00
1940	0.998
1941	0.956
1942	0.844
1943	0.793
1944	0.774
1945	0.755
August 1946	0.681



SEE LUNCHEON ANNOUNCEMENT—PAGE 3

Survey of Business Activity in San Francisco

BRANCH OF ACTIVITY	SEPTEMBER 1946	SEPTEMBER 1945	PER CENT CHANGE	1946 9 MONTHS	1945 9 MONTHS	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY						
S. F. C of C Index 1935-39 Avg. = 100	216.4	193.6	11.8	208.7	196.9	6.0
CONSTRUCTION PERMITS						
Total (number)	566	520	8.8	6,305	3,890	62.1
(value)	2,183,317	1,355,658	61.1	33,047,670	10,807,910	205.8
Residential, New (number)	183	143	28.0	1,764	1,129	56.2
(value)	1,357,130	773,275	75.5	11,982,044	6,029,925	98.7
Dwelling Units (number)	206	159	29.6	2,440	1,480	64.9
Single-Family Dwellings, New (number)	168	128	31.3	1,726	774	123.0
(value)	1,130,330	645,175	75.2	9,933,564	3,399,425	192.2
Non-Residential, New (number)	25	14	78.6	242	88	175.0
(value)	196,750	162,400	21.2	9,873,126	1,854,075	432.5
Additions, Alterations and Repairs (number)	358	231	55.0	3,905	1,850	111.1
(value)	629,437	391,292	60.9	9,104,290	2,696,241	237.7
REAL ESTATE						
Sales (number)	(d)	1,152	.....	15,353(e)	11,643	.....
(value)	(d)	11,420,909	.....	190,848,789(e)	126,032,050	.....
Mortgages and Deeds of Trust (number)	(d)	1,022	.....	13,189(e)	.....	.....
(amount)	(d)	9,110,416	.....	131,041,297(e)	.....	.....
RETAIL DEPARTMENT STORE SALES						
San Francisco (index)	253	200	26.5	229	191	19.9
FINANCE						
Bank Debits ($000)	1,926,832	1,708,637	12.8	16,922,831	15,499,059	9.2
Bank Clearings ($000)	1,535,707	1,267,602	21.2	13,236,114	11,440,043	15.7
Postal Receipts ($)	1,382,887	4,975,647	-72.2	16,633,107	39,246,030	-57.6
San Francisco Stock Exchange (no. shares traded)	1,201,720	690,810	74.0	11,951,350	6,020,166	98.5
(market value)	23,003,937	14,891,845	54.5	185,942,422	123,634,301	50.4
COMMERCIAL FAILURES (number)	6	1	500.0	22	7	214.3
Liabilities ($)	624,305	69,407	799.5	929,256	159,454	482.8
Assets ($)	123,613	2,550	4747.6	338,272	13,835	2345.0
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)						
Employment (index)	164.9	181.7	-9.2	130.3	236.4	-44.9
Payrolls (index)	262.6	263.7	-0.4	213.2	448.9	-52.2
NON-MFG. INDUSTRIES—(5 Co.'s) (a)						
Laundering, Cleaning, Dyeing (payroll)	168.7	172.8	-2.4	169.4	167.1	1.4
Wholesale Trade (payroll)	186.7	148.5	25.6	170.3	151.5	12.4
Retail Trade (payroll)	193.1	138.6	39.3	169.3	138.6	22.2
Hotels (payroll)	239.0	210.8	13.4	230.7	202.0	14.2
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.	5,453	7,413	-26.6	38,327	93,514	-59.0
Industrial Placements (number)	4,396	5,995	-26.7	29,529	82,532	-64.2
Commercial Placements (number)	1,057	1,418	-25.5	8,798	10,982	-19.9
TRANSPORTATION						
Freight Car Movements (number)	20,656	27,978	-26.2	203,888	275,090	-25.9
San Francisco Airport Traffic (no. planes)	4,898	3,220	52.1	39,843	23,913	66.6
(no. passengers)	84,896	43,459	95.3	627,811	320,840	95.7
Express Shipments—Rail (number)	337,497	339,688	-0.6	3,404,131	3,030,901	12.3
Air (number)	16,741	11,705	40.7	152,585	94,120	62.1
Air Mail Loaded (pounds)	234,976	1,733,849	-86.4	4,894,334	16,100,303	-69.6
WORLD TRADE						
Vessel Arrivals with Cargo (number)	214	346	-38.2	2,252	2,707	.....
(net registered tons)	987,702	1,452,623	-32.0	9,912,879	11,474,433	.....
Vessel Departures with Cargo (number)	162	286	-43.4	2,214	2,690	.....
(net registered tons)	763,041	1,194,174	-36.1	9,634,025	11,506,638	.....
Exports—Value (millions of dollars)	32.6(f)	23.1(g)	41.1	189.0(h)	145.9(i)	.....
Quantity (millions of pounds)	483.8(f)	300.9(g)	60.8	3,230.0(h)	1,525.1(i)	.....
Imports—Value (millions of dollars)	8.1(f)	3.1(g)	161.3	48.6(h)	33.1(i)	.....
Quantity (millions of pounds)	65.9(f)	49.3(g)	33.7	511.1(h)	444.7(i)	.....
UTILITIES AND NEW DEVELOPMENTS						
Electric Energy Sales Index (k.w.brs.)	191	168	13.7	183	184	.....
Industrial and Commercial Gas Sales (cu.ft.)	1,116,106,200	1,043,020,000	7.0	9,680,168,200	9,840,301,200	.....
Water Consumers net gain	189	166	13.9	1,920	1,736	.....
Tourist & Settler Inquiries (number)	336	137	145.3	3,089	1,107	.....
DAIRY RECEIPTS, FRUITS AND VEGETABLES						
Butter (pounds)	2,911,794	2,028,904	43.5	15,205,460	39,939,222	.....
Cheese (pounds)	1,811,904	1,171,128	54.7	12,278,878	12,328,453	.....
Eggs (cases)	115,934	106,279	9.1	863,262	1,190,277	.....
Poultry, Dressed (pounds)	3,344,879	2,874,055	16.4	16,010,250	14,917,324	.....
Fruits and Vegetables (cwts.)	2,017	1,418	42.2	18,100	17,151	.....
LIVESTOCK SLAUGHTER (b) (total number)	154,128	187,419	-17.8	1,787,034	1,794,426	.....
Cattle (number)	31,493	40,714	-22.6	367,420	378,974	.....
Calves (number)	9,059	13,548	-33.1	95,410	110,017	.....
Sheep and Lambs (number)	106,281	109,544	-3.0	960,976	1,040,377	.....
Hogs (number)	7,295	23,613	-69.1	363,227	265,058	.....
S. F. LIVING COSTS 1935-39 Avg. = 100						
Food (index)	(d)	147.3	.....	156.8(e)	147.2	.....
Clothing (index)	(d)	143.6	.....	149.9(e)	142.5	.....
Rent (index)	(d)	106.4	.....	106.4(e)	106.3	.....
Fuel, Electricity, and Ice (c) (index)	(d)	92.9	.....	87.5(e)	92.7	.....
Gas and Electricity (index)	(d)	.....	.....	79.6(e)	.....	.....
Other Fuel and Ice (index)	(d)	.....	.....	113.5(e)	.....	.....
House Furnishing Goods (index)	(d)	131.6	.....	131.2(e)	132.0	.....
Miscellaneous (index)	(d)	133.1	.....	135.6(e)	132.4	.....
All Items (index)	(d)	132.6	.....	137.2(e)	132.2	.....

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.
(b) Federal Inspection—San Francisco District.
(c) Gas costs have declined since 1925 and electricity costs since 1921.
(d) Not available for Survey.
(e) 8 months cumulative repeated.
(f) July 1946—latest available.
(g) July 1945.
(h) 7 months cumulative 1946.
(i) 7 months cumulative 1945.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this Survey compiled by the Research Department, San Francisco Chamber of Commerce.

"Report from Europe"

PAUL C. SMITH

Editor and General Manager, San Francisco Chronicle

Just returned from an 11,000-mile air tour of the American-Occupied Zone in Germany as observer with the U. S. Army, Mr. Smith will give a closeup of our operations in Europe and our relations with Russia.

SPONSORED BY:
SAN FRANCISCO CHAMBER OF COMMERCE
SAN FRANCISCO COMMERCIAL CLUB

Thursday Noon
November 21, 1946
Commercial Club

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

AN FRANCISCO CHAMBER OF COMMERCE
33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at $1.75 each at uncheon honoring Paul C. Smith, on Thursday, November 21, 946, in the San Francisco Commercial Club, at 12 noon. Kindly enclose self-addressed envelope for forwarding tickets.)

(Telephone reservations accepted)

Name .....

Firm.....

Address .....

.....

HECK
NCLOSED

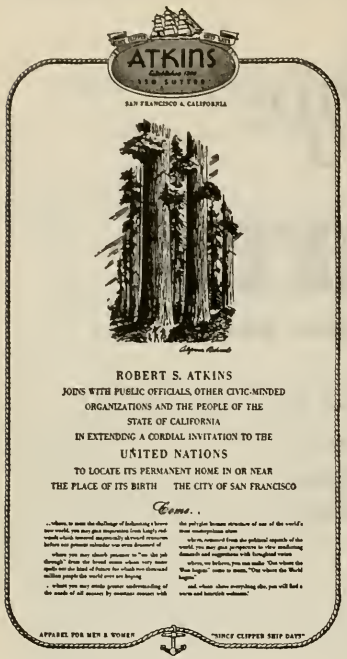
.....

**At Luncheon in*

The San Francisco Commercial Club

Thursday Noon
November 21, 1946

Price $1.75 per plate
{ $1.71 plus 4c tax}



Atkins Ad Invites U.N. Headquarters

In support of the San Francisco Bay Area's campaign for the United Nations headquarters, Robert S. Atkins & Company of San Francisco published the above advertisement in the New York Times, Sunday, October 27.

• **In a footnote** to the ad, the firm states, ". . . we believe that in the United Nations lies the one best promise of future peace and prosperity for the world . . . we further believe that San Francisco offers the ideal 'climate' in which the seed of world organization, planted here in 1945, can thrive and flourish until, like our mighty redwoods, it stands as a towering symbol of hope and inspiration to all men everywhere."

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. (Subscription, Five Dollars a year included in Annual Dues.) Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

Bay Area Group Attending National Foreign Trade Meet

A number of San Francisco Bay Area business leaders left today for New York to attend the Thirty-Second National Foreign Trade Convention to be held in that city November 11, 12 and 13, according to an announcement by the San Francisco Chamber of Commerce.

• **Heading the delegation** are Dr. Henry F. Grady, president, American President Lines; P. A. Kinnoch, vice president, American Trust Company; and Stanley Powell, vice president, California Packing Corporation. Grady, Kinnoch and Powell are directors of the National Foreign Trade Council.

• **Grady**, who is on the convention program, will address the delegates on the subject, "Implementation of America's Foreign Trade Policy for Increased Imports."

Others planning to attend include: Emil Leuenberger, Wells Fargo Bank & Union Trust Company; William Minehan, Bank of America; O. C. Hansen, Frazar & Hansen; Howard Hutchins, Bank of California; Stanley A. Burgroff, Port of Oakland, Board of Port Commissioners; John E. Fields, publisher, "Far East Trader"; John R. Wagner, Pacific Far East Line; George Curran, Bank of America; W. K. Varcoe, American President Lines; Alvin C. Eichholz and Frank McKee, San Francisco Chamber of Commerce; and Lyford M. Morris, Oakland Chamber of Commerce.

Trucking Restrictions Opposed by Chamber

Discontinuance of the investigation of the trucking industry now being carried on by the Railroad Commission of California was urged today by the San Francisco Chamber of Commerce.

• **The Commission's investigation** was instituted with a view to recommending changes in the laws governing highway and city carrier operations.

In support of its request for discontinuance of the investigation, the Chamber pointed out that in view of the prevailing rail car shortage which is expected to continue for some time, as well as strikes and other difficulties which are crippling water transportation, a greater burden is being thrown on the trucking industry.

"Trucks are now being used for many movements which ordinarily were made by rail," the Chamber's report declared. "In addition, experience has shown that the number of available trucks is barely sufficient to move the fruit and vegetable crops during the peak season.

"It is essential, therefore, that nothing be done which would in any way restrict or limit truck transportation in California."

The Chamber's testimony will be presented at a hearing of the Railroad Commission today by Walter A. Rohde, manager of the Chamber's Transportation Department.

S. F. Chamber Board of Directors Nominated for 1947

The Nominating Committee of the San Francisco Chamber of Commerce, headed by Marshall P. Madison, and elected in pursuance of the Chamber By-Laws, has unanimously nominated the following 31 as regular members of the Board of Directors to be voted upon by the membership at the Chamber's Annual Election Tuesday, November 26, 1946:

• **New director nominations:**

L. Harold Anderson, vice president, Pacific Gas & Electric Company; R. J. Barbieri, vice president, Business Extension Department, and vice chairman, Public Relations Committee, Bank of America, N. T. & S. A.; S. Belither, chairman of the Board and executive vice president, Shell Oil Company, Inc.; Matthew C. Carberry, administrative assistant, Assessor's Office, City Hall; Chris J. Christensen, personnel director and public relations director, Granat Brothers; Vern A. Culver, vice president, Chanslor & Lyon; Robert Di Giorgio, assistant secretary and assistant treasurer, Di Giorgio Fruit Corporation; John W. Elwood, San Francisco manager, National Broadcasting Company, Inc.; Edward T. Haas, Haas Construction Company; Lewis A. Lapham, assistant to the president, American Hawaiian Steamship Company; Carl Livingston, vice president, Livingston Brothers; Henry E. North, vice president and Pacific Coast manager, Metropolitan Life Insurance Company; Claude E. Peterson, vice president, System Passenger Traffic, Southern Pacific Company; Richard Spier, Northern California Division manager, Fox West Coast Agency Corporation; Benjamin H. Swig, president, Fairmont Hotel Company.

• **Director renominations:**

W. P. F. Brawner, vice president and treasurer, W. P. Fuller and Company; R. D. Brigham, vice president, Anglo California National Bank; Lew Cook, divisional manager, Safeway Stores, Inc.; Carl J. Eastman, vice president and Pacific Coast manager, N. W. Ayer & Son, Inc.; Milton H. Esberg, Jr., Consultants, Ltd.; Seeley V. Hall, regional vice president, Operations, United Air Lines; Leland M. Kaiser, Kaiser & Company; Daniel E. Koshland, vice-president-treasurer, Levi Strauss & Company; Clifton H. Kroll, Atkins Kroll & Company; Andrew J. Lynch, president, Cosgrove & Company, Inc.; Julius Marx, vice president, Haas Brothers; George C. Montgomery, vice president, Castle & Cooke, Ltd.; John T. Pigott, president, Kern County Land Company; Frank K. Runyan, president, Western Merchandise Mart; George C. Tenney, president, McGraw-Hill Company of California; Ward G. Walkup, president, Walkup Drayage Company.

C of C Traffic Plan Gets Action

• **Since the announcement** of the Chamber's traffic program on October 18, the following steps have been taken by city officials:

• **1. The Public Utilities Commission** has announced that the rebuilding of the inner tracks on Market Street will begin soon.

• **2. The Public Utilities Commission** announced the beginning of two-track street car service on Market Street within the next 30 to 45 days.

• **3. The city's retailers** have indicated their approval of the Chamber's suggestion that an educational campaign be conducted to encourage holiday shoppers to shop between the hours of 10:00 A.M. and 3:00 P.M.

• **4. J. Roger Deas**, secretary of the City Planning Commission, announced that he will confer with members of the Chamber's Traffic and Highway Committee in the near future to discuss Commission studies for further extension of the one-way street system.

• **5. The Traffic Bureau** of the Police Department has advised the Chamber's committee that existing traffic laws, especially pertaining to parking, will be even more stringently enforced.

• **6. The Board of Supervisors** approval of Phase One of the Chamber's program gave the green light to the installation of a modern progressive visual signal system.

• **7. James Turner**, city utilities manager, announced that increased efforts are being made by the city to get delivery of the switch necessary to route the Stockton Street car across Market Street.

Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, November 14, 1946 | Number 46

WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• ENEMY PATENTS

The Office of Alien Property, through the Department of Justice, will sell to American citizens publications containing 4,000 pages summarizing 37,000 mechanical and electrical patents seized from enemy nationals.

Attorney General Tom C. Clark points out that the abstracts of the patents offer many opportunities for American industry to manufacture new products, improve old ones, and aid in the lessening of production costs and in the utilization of new materials. Of particular interest are patents in the classifications of electricity and electronics, machinery and metal working, aeronautical and automotive, foods and food machinery, textiles and textile machinery, packaging machinery and materials, agricultural equipment, process industries equipment and materials, printing, and toys.

The abstracts may be purchased by sending $10 to the Office of Alien Property, Department of Justice, Washington 25, D.C., which will furnish without cost an index and guide giving a description of the abstracts and containing complete licensing information.

• SURPLUS MARINE MATERIAL

A "make us an offer" plan for speeding up the sale of the remaining $16,000,000 of surplus marine material has been launched by the United States Maritime Commission. Under this new informal bidding sales plan are all types of marine equipment including marine engines, boilers, navigation instruments, deck machinery, life saving equipment, etc.

These items are currently advertised at a fixed price. The new plan allows, in addition, a prospective purchaser to make an offer in writing on many of the items. No special forms are required nor is any deposit necessary.

Information on the simple procedure necessary under the new plan, description of the items offered, and the specific locations of the material, may be secured from the Maritime Commission sales office located at San Francisco or Oakland.

Paul C. Smith Will Speak at Commercial Club November 21

Paul C. Smith, editor and general manager, *San Francisco Chronicle*, will address a special luncheon meeting of members of the San Francisco Chamber of Commerce and the Commercial Club, Thursday, November 21, according to an announcement by Chamber President Brayton Wilbur.

PAUL C. SMITH
Editor and General Manager
S.F. Chronicle

• **"Report from Europe"** will be the subject of Smith's speech.

Smith has just returned from an 11,000-mile air tour of the American-Occupied Zone in Germany where, with nine other American editors, he was observer with the U. S. Army.

Smith has been editor and general manager of *The Chronicle* since 1937, having been appointed financial editor in 1933 and executive editor in 1935.

• **Arriving in San Francisco** in 1928, Smith entered investment banking. In 1930 he went to New York as resident manager of the Anglo

(Continued on page 4)

Trained Personnel from O.P.A. Now Available

The Office of Price Administration is now in process of removing price controls from many commodities and services with the result that members of the staff employed in this region (California, Arizona, Nevada, Oregon, Washington, western Idaho), are being, or shortly will be, released from government service.

• **"The present limited number** of O.P.A. employees being released will soon be augmented. If you will let us know your personnel needs, we will be glad to screen our staff for employees with qualifications you specify," says Ben C. Duniway, Regional Administrator, O.P.A. Regional Office, 47 Kearny Street, San Francisco 8.

He adds, "All information or requests on this subject will be gladly handled by Mr. Fred Joss, our Employment Contact Officer. He can be reached by calling Klondike 2-2300, Extensions 14 or 163.

"Vocations of available persons include a wide range, such as: accountants; economists; journalists; training; advertising; welfare, labor relations and commodity specialists; lawyers; investigators; as well as supervisors and executives. We know that their capabilities have been enhanced by government service."

HIGH SPOTS

SAN FRANCISCO CHAMBER of COMMERCE CURRENT PROJECTS

November, 1946

• TRAFFIC PROGRAM

Chamber 5-point Traffic Action program adopted by Supervisors. Campaign continues.

• C. P. A. DECENTRALIZATION

Chamber taking action in Washington to press for decentralization of C.P.A. authority to issue building permits. Chamber also acting to get higher construction quotas for industry.

• FREIGHT RATES

Case being argued before Interstate Commerce Commission against several phases of railroads' proposal to increase freight rates.

• MANUFACTURERS AND WHOLESALERS DIRECTORY

Directory of Manufacturers and Wholesalers Association representing San Francisco's apparel industry being prepared for release to nation's retailers.

• DISTRICT LUNCHEONS

Series of district luncheons and radio programs underway to develop greater unity between Chamber and outlying neighborhoods on mutual problems.

YOUR CHAMBER WORKS FOR YOU

Business Activity

PART II

• **RETAIL TRADE**

Department store sales in the San Francisco-Oakland Metropolitan Area, reported by the Federal Reserve Bank of San Francisco for September, were 26% above last September with the 9 months' cumulative up 21% compared to 25% and 20% in the City of San Francisco; 27% and 22% in Northern California; 31% and 26% in California; and 30% and 26% in the Twelfth Federal Reserve District.

Sales of independent retail stores in San Francisco during September, according to the latest Census Bureau report, were up 27% over last September, with the 9 months' cumulative up 19% compared to 23% and 18% in Oakland; 39% and 25% in Berkeley; 49% and 43% in Palo Alto; 43% and 36% in San Jose; and 32% and 25% in California.

The trend of sales by kinds of stores is shown in accompanying table:

SALES OF INDEPENDENT STORES IN SAN FRANCISCO

Kinds of Business	Percent Change Sept. 1946 from Sept. 1945	Percent Change Sept. 1946 from August 1946	9 mos. 1946 compared with 9 mos. 1945
All Kinds of Business	27	−5	19
Department Stores	25	−7	20
Food Group	16	−8	16
Eating and Drinking Places	−6	−5	−4
Florists	−6	−4	4
Drug Stores	10	−6	8
Books & Stationery Stores	8	−18	3
Apparel Group	6	−11	14
Dry Goods & General Merchandise	36	5	7
Jewelry	2	−12	10
Automobile Group	161	5	86
Furniture and Household	64	−9	41
Lumber and Hardware	18	−6	15
Miscellaneous	24	9	−4

• **Wholesale Sales**

Continuing the pronounced upward trend in dollar volume, Pacific Coast August sales of merchant wholesalers reported by the Census Bureau were up 34% above last August and 4% above July with the 8 months' cumulative up 21%. The trend by kinds of business, both for sales and inventory, is shown in the table below:

PACIFIC COAST WHOLESALERS' SALES AND INVENTORIES
August 1946 compared to August 1945

Kinds of Business	SALES Percent Change	INVENTORY Percent Change
Automotive Supplies	41	24
Clothing and Furnishings, except Shoes	16	*d
Shoes and Other Footwear	15	54
Dry Goods	49	*d
Electrical Goods	103	39
Fresh Fruits and Vegetables	−4	−24
Furniture and House Furnishings	40	214
Groceries and Foods, except Farm Products	16	50
Meats and Meat Products	67	47
Beer	−31	−2
General Hardware	53	37
Industrial Supplies	9	17
Plumbing and Heating Supplies	28	*d
Jewelry	84	76
Lumber and Building Materials	18	−12
Machinery Equipment and Supplies, except Electrical	−1	22
Metal	34	*d
Tobacco and Its Products	14	56
Leather and Shoe Findings	3	15

* d—Insufficient data to show separately.

• **Employment**

The current weekly reports of the State Department of Employment for San Francisco reveal an over-all improvement in the early weeks of October compared to latter part of September.

San Francisco Unemployment Claims	Week Ending: Oct. 10	Oct. 3	Sept. 26	Sept. 19
Total Claims Filed	15,556	14,517	17,639	18,217
Compensable Claims	6,844	6,804	9,612	8,308
Commercial	1,502	1,165	1,372	1,643
Industrial	5,342	5,639	8,240	6,605

Youth Farmers to be Awarded Fifty Calves

A campaign to purchase 50 calves for donation to Future Farmer and 4-H Club members during the Grand National Livestock Exposition was announced today by the San Francisco Chamber of Commerce.

• **The drive** is under the sponsorship of the Chamber and the Junior Chamber of Commerce.

The calves will be purchased by San Francisco business firms for presentation to 25 Future Farmers and 25 4-H Club members at Cow Palace, Wednesday afternoon, November 20. Winners will raise the calves for showing at the Grand National Junior Livestock Show which will be held March 29-April 3.

Under the terms of the sale, each calf buyer must visit the home of the Club member to whom he has given the calf at least once between the close of the Exposition and the opening of the Junior Exposition.

Winners of the calves are being selected from the Future Farmer and 4-H Club members in the following 26 counties: Imperial, Kings, Tulare, Fresno, Madera, Kern, Lassen, Merced, Yolo, Stanislaus, San Joaquin, Sacramento, Yuba, Butte, Tehama, Shasta, Sutter, Monterey, San Luis Obispo, Contra Costa, Sonoma, Napa, Solano, Santa Clara, San Benito and Lake.

First S. F. Woodworking Machinery Plant to Open Here

Opening of the first San Francisco plant to manufacture power-operated woodworking machinery has been announced by the Keating Company of San Francisco, manufacturers of metal products.

• **First of the line** will be an all-aluminum eight-inch tilting table bench saw, intended primarily for the home work shop.

The plant expects to be in full production within the next thirty days, according to company officials.

Retail Merchants Officers Elected for '47

Thomas J. Lenehan, owner, Lenehan Pharmacies, has been re-elected president of the Retail Merchants Association of the San Francisco Chamber of Commerce for 1947.

• **At the annual meeting** of the Association's Board of Directors the following officers were elected to serve for 1947: P. R. Mills, owner, Clinton Cafeterias Company, Inc., first vice president; and R. S. McConnell, partner, Robert S. Atkins Company, second vice president.

David P. Street was re-elected managing director of the Association.

Elected to the Board of Directors were: Karl M. Stull, president and managing director, Retail Dry Goods Association; and Robert H. Willson, manager, California Chain Stores Association.

1948 Convention of American Mining Congress Sought for S.F.

Efforts to bring the 1948 convention and exposition of the Western Division of the American Mining Congress to San Francisco will be supported by the San Francisco Chamber of Commerce.

● **This is the result** of action taken by the Chamber's Board of Directors on recommendation of its Mining Committee.

The convention and exposition would be held during the latter part of September 1948 and during the celebrations proposed in connection with the California Centennial.

International interest in the event is expected because of San Francisco's historic close relationship to the metal mining industry.

Statewide Program of Game Management Urged Here

Establishment of a statewide program of game management to protect California's grazing lands from raids by deer herds was urged this week in a report sent to Governor Earl Warren by the Agricultural Committee of the San Francisco Chamber of Commerce.

● **Current laws,** aimed at game protection, rather than game management, the report claims, have allowed the deer population to increase to the extent that they inflict damage on crops, compete with livestock for forage, and have poorer reproduction, consequently supplying less meat than livestock for the amount of forage used.

The amount of pasture and range in California is fixed within certain limits, the report pointed out, making it necessary to adjust the livestock numbers to the amount of feed produced. "With excessive stocking, gains drop, losses increase, and the number of offspring is reduced.

"Maximum production can be maintained only by applying these livestock principles to big game animals and by determining the capacity of the game ranges and removing the surpluses," the report stated.

"If the farmers and livestock men are to enjoy the legitimate fruits of their toil without the stability of the industry being continually threatened by an increasing and unregulated number of wild game animals and birds; if the sportsmen are to enjoy the benefits of maximum game production and utilization, and if the citizens and taxpayers of this state are to realize the full value of our greatest natural resource, forage production, then it is imperative that a way be found to harmonize the use of this resource equitably between domestic animals and wild life."

Western Development Trends Subject of Fox Industrial Talk

"During the last five years, 20 states of the nation have gained in population. Forty percent of the aggregate gain has been in California," says G. L. Fox, manager of the Chamber's Industrial Department.

● **The influence** of this large increase in California population on industrial development was stressed in a talk delivered last week by Fox at a meeting of the Materials Handling Association at the Alexander Hamilton Hotel.

W. W. Grundel, president of the Association, acted as chairman at the meeting.

Chamber Meets the Neighborhoods

Seated, left to right: Jack Sprague, secretary Polk-Van Ness District Merchants Association; Leonard Grose, manager Radio Service Bureau, San Francisco Chamber of Commerce; E. L. Turkington, chairman Traffic and Highway Committee, San Francisco Chamber of Commerce; Martin O'Connor, president Polk-Van Ness District Merchants Association. Occasion was the first in a series of district luncheon broadcasts sponsored by the Chamber

Public Hearings on Aviation Held Here

Testimony on aviation legislation was presented by Kenneth R. MacDonald, manager of the Chamber's Aviation Department, at public hearings held in San Francisco November 8.

● **The hearings** were conducted by Ernest Debs, Assemblyman and chairman of the joint interim committee on aviation for the state legislature.

MacDonald was accompanied to the hearing by members of the Bay Area Aviation Committee, San Francisco Chamber of Commerce Aviation Committee, and representatives of aviation interests throughout the Bay Area.

Southwest Begins SF-LA Air Service

Operation of local feeder-line air service between San Francisco and Los Angeles will be inaugurated by Southwest Airways on a regular schedule on November 22.

● **The inaugural flight** on November 20 will carry business and civic leaders from communities on Southwest's route between San Francisco and Los Angeles. Inaugural ceremonies will be held following the plane's arrival at San Francisco Municipal Airport.

To honor start of this new service, Southwest Airways and the Aviation Committee of the San Francisco Chamber of Commerce will co-sponsor a banquet Wednesday, November 20, at the Red Room, Fairmont Hotel. Present at the banquet will be civic and business leaders from San Francisco and other communities on Southwest's route.

Geary and Clement Merchants Meet with Chamber at Luncheon

Fifty-four members of the Polk-Van Ness-Larkin District Merchants Association and San Francisco Chamber of Commerce staff attended the first in a series of joint Chamber and district merchants luncheons held Wednesday, November 6.

● **Second in the series** of joint luncheons was held at Simpson's Restaurant Wednesday, November 13.

Members of the Greater Geary Boulevard and Clement Street Merchants Associations were present at the luncheon, together with members of the Chamber's Board of Directors and staff.

Purpose of this new series of programs is to further strengthen relations between the Chamber and the outlying districts of the city through a discussion of mutual problems and ways in which the Chamber can be of help to merchants in each district.

● **George J. Daley,** president of the Clement Street Merchants Association, Daniel J. O'Hara, president of the Geary Association, and Thomas J. Lenehan, president of the Retail Merchants Association, presided at the meeting. Appearing as program speakers were Daley, O'Hara, Lenehan, Chamber President Brayton Wilbur, and Edward L. Turkington, chairman of the Chamber's Traffic and Highway Committee. Turkington discussed district parking and traffic problems with the merchants.

A feature of the luncheon was a radio program, narrated by Len Gross, manager of the Chamber's Radio Service Bureau. Gross presented a brief history of the district, followed by interviews with Daley and O'Hara concerning the district's current activities and future plans.

The program will be broadcast at 8:30 p.m., Friday, November 15, over station KSFO.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin," issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 18. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITORS

6063 ALASKA—A representative of Alaska Pacific Wholesalers, Inc., Box 115, Anchorage, recently called on us to advise that following articles are needed by this firm: clothing, building materials, bicycles, toys, and various other merchandise.

6064 COLOMBIA—A member of the firm of Almacen Ancla, S.A., Calle 19 #670, Bogota, visited San Francisco last week, in interest of obtaining hardware, electrical appliances, wire, steel (rounds and commercial shapes). This firm is represented in U. S. by The Andes Co., 30 Broad St., New York 4, N. Y.

6065 INDIA—Mr. C. S. Ghura, representing Central Syndicate, Ltd., Meadows St., Bombay 1, expects to visit San Francisco in December. Interested in textile machinery, textiles and yarns, radios, electrical appliances, typewriters, office machinery and equipment, refrigerators, small air-conditioning units, etc. Mr. Ghura's address in this country is c/o Chombal S. Ghura, Indo American Trading Co., 33 Howard St., New York 13, N. Y.

EXPORT

6067 ARGENTINA—Prodmetal SRL., Calle Bolivar No. 532, Buenos Aires, wishes galvanized or iron sheets, all kinds of wires, tubing, tools, implements and metallurgical products in general.

6072 CHINA—Nikolai Bortz & Co., P. O. Box 1864, Shanghai, seek direct sampled offers of Sulphur Black, caustic soda, chemical fertilizers, saccharine powder, and lithopone.

6077 MEXICO—Compania Exportadora e Importadora Mexicana, S.A., Gante 15, Desp. 332, Mexico, D.F., interested in purchasing large amounts of Red Kidney Beans. Request samples and prices.

6081 PHILIPPINES—Mutual Trading Co., 208 Central Hotel, Manila (Cable Mutrad), have cabled regarding desire for immediate contacts with exporters of food, construction materials, furniture, funeral parlor supplies, flour and condensed milk.

6085 SWEDEN—Reklam-och Handelsfirman Reclamare, Nobelgatan 15, Goteborg, wants connections in export branches, preferably plastics. Also, other manufactured articles.

IMPORT

6088 CANADA—A. H. Rowan, Box 294, Port Alberni, B. C., would like to contact individual or firm able to handle Christmas Trees in carload lots from West Coast of Vancouver Island.

6092 HONDURAS—Henry Spears, c/o Pan American Mining & Development Co., Tegucigalpa, wishes to hear from lumber companies interested in buying oak, cedar, mahogany, pine, pochote, etc., either in logs or lumber.

6096 SOUTH INDIA—M. Kunchacko & Co., Alleppey, Travancore, offer coir mats and mattings, and all allied products, including fancy jute mattings.

IMPORT-EXPORT

6106 HONGKONG—Ngai Cheong, 44A Lyndhurst Terrace, manufacture shirts and are importers and exporters of general goods. Would like a San Francisco wholesale source of rebuilt and/or used sewing machines and supplies.

6108 IRAN—H. B. Rahmanian, Buzarjomehri St., Teheran, wishes to establish contact with exporters and importers dealing with every kind of goods.

6111 PERU—Coordinacion Mexicana Peruana, S.A., Apartado 365, Lima, would like direct contact with buyers of fish packed in brine in barrels, also canned pink salmon. Wish to purchase cans for packing salmon, also for fruit.

6112 SYRIA—Salomon Mamrout, Rue du Port, Beyrouth, wish to contact importing and exporting firms dealing in general merchandise, also agricultural implements. Especially interested in seeds of all kinds, medicinal roots, beans, lentils, peas and dried foodstuffs, jellies and jams, hides.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. (Subscription, Five Dollars a year included in Annual Dues.) Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6495—O. J. LAFAYETTE & COMPANY, LTD., 2092 Coast Blvd., South, Laguna Beach, California, seeking a salesman or firm with permanent display rooms to handle their pottery, ceramics, wooden and copper ware and imports. Straight commission basis.

D-6496—MANUFACTURERS AGENT SALES COMPANY, 935 Market Street, San Francisco 2, California, looking for a candy manufacturer who is able to supply mints. Have national distribution.

D-6497—TOY TOWN, 4338 11th Avenue, N. E., Seattle 5, Washington, manufacturer's representatives and jobbers interested in products of local toy manufacturers. Cover Washington, Idaho, Montana, Oregon and Alaska.

D-6498—HAWKINS - SHANAHAN COMPANY, INC., 17 West Chase Street, Baltimore 1, Maryland, seeking a distributor for their utility lever vise. Would call on woodworking plants, machine shops and metal working plants.

D-6499—NORTEX COMPANY, 2821 Main Street, Dallas 1, Texas, interested in representing local manufacturers of air conditioning units and blowers in Texas and the Southwest.

D-6500—ASCOT SALES CORPORATION, 3254 Chestnut Street, Philadelphia 4, Pennsylvania, would like to represent local food product manufacturers in the Metropolitan Philadelphia area.

D-6501—ASCOT SALES CORPORATION, 3254 Chestnut Street, Philadelphia 4, Pennsylvania, is licensing operators in districts throughout the country to do their cleaning, mothproofing, mildewproofing, and deodorizing method for rugs. One process performs all methods.

D-6502—J. A. GARNIER PERFUME COMPANY, 7431 Grand Avenue, Kansas City 5, Missouri, looking for a distributor to handle their perfume. Would call on department, chain, jewelry, gift and drug stores. Distributor is not required to make an investment in stock and they ship direct to accounts from factory.

D-6503—LADY DALTON, P. O. Box 446, Atlanta, Georgia, looking for jobber in textile industry who would be interested in handling a new type of cotton, woven rug.

D-6504—NU-WAY APPLIANCE CORPORATION, 4428 South Broadway, Los Angeles 37, California, seeking an exclusive distributor for their fire extinguisher, home burglar alarm, floor safe, etc.

D-6505—CHASCO, INC., 28 East Lanvale Street, Baltimore 2, Maryland, is a general brokerage organization representing service to outside manufacturers and other brokers on sales, purchasing, inspection, etc., under the laws of Maryland.

D-6506—CREST INDUSTRIES, INC., 75 East Wacker Drive, Chicago 4, Illinois, desire a manufacturers' agent to service contractors on rock wool, attic ventilation fans and outside metal Venetian blinds.

D-6507—DAVIDSON BROTHERS, 1231 East 7th Street, Los Angeles 21, California, seeking brokers to handle their green coffee, spices, honey and essential oils.

D-6508—E. IRWIN HOGAN COMPANY, 135 N. E. 28th Avenue, Portland 15, Oregon, would like to represent local manufacturers of food products, light housewares, paints and varnishes, building and home decorating products, toys and household items. Also have surplus stock inventory disposal units. Cover Oregon, Washington, Idaho and Montana.

D-6509—PANELOX INC., 745 Fifth Avenue, New York 22, New York, interested in representing local manufacturers of building products in the New York area.

D-6510—NORTH HOLLYWOOD MANUFACTURING COMPANY, 5453 Gentry Avenue, North Hollywood, California, seeking a manufacturers' agent to handle their fireplace crystals. Would call on gift shops, department, hardware and drug stores.

D-6511—BERGEL DISTRIBUTING COMPANY, 406-7 Brady Building, San Antonio, Texas, would like to represent local manufacturers of toys, houseware appliances, furniture and related items. Covers Texas, Oklahoma, Kansas, Louisiana and Arkansas. Can sell either on a warehouse or drop shipment basis.

Doubleday & Company Opens S. F. Office

Opening of editorial offices in San Francisco was recently announced by Doubleday & Company, Inc.

• **In charge** of the local office is Howard S. Cady, a Doubleday editor. He will be assisted by Alfred Meyers, former Emporium book buyer.

Other members of the staff are Stewart Holbrook, northwest editorial field representative, and Oscar Lewis, editor in the local office.

Aviation Maintenance Subsidiary Formed by Matson

Formation of a new subsidiary, the Matson Aviation Maintenance Company, has been announced by the Matson Navigation Company.

• **The new company** will carry forward on an expanded, permanent basis the aircraft conversion and repair program previously undertaken by Matson's Air Transport Division.

Under the new set-up, Matson's nonscheduled air transport operations will continue to be carried on by the Air Transport Division, while all aviation maintenance, repair and conversion work will be conducted by the new company at Matson's conversion center at Oakland Municipal Airport.

S. G. Walton, vice president of the parent company, is president of the new concern. Executive vice president will be T. A. Schmidt, director of Matson's Air Transport Division. Paul Naton and A. A. Maisel will be secretary and comptroller, respectively.

SMITH—*Continued*

California Trust Company's office there for a year. In 1931 he returned to San Francisco where he worked for a short period as a financial reporter on *The Chronicle*. Leaving the newspaper, he went to Europe for two years, where he worked in 20-odd countries as a free lance journalist.

In 1938 Smith accompanied Herbert Hoover to Europe, visiting 15 countries. He began the war as a Lieutenant Commander in charge of the Navy Press section under Admiral Hepburn in Washington. In August, 1942, he became OWI's Acting Director of Domestic Operations and Deputy Director in charge of military information. Ten weeks later he resigned his commission as Lieutenant Commander and enlisted in the Marines as a private.

In January, 1943, while a Marine private, Smith was named "outstanding young man of the year" by the United States Junior Chamber of Commerce.

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U. N. Site Committee Arrives in San Francisco

Members of a 35-40 man sub-committee of the United Nations Site Commisssion have arrived in San Francisco to inspect possible permanent headquarters sites in the San Francisco Bay Area.

● **Accompanied by engineers** and technicians, the committee members will spend five days on an inspection tour of the Bay Area before returning east to inspect sites in Boston. Prior to their arrival in San Francisco, the sub-committee had spent two days touring sites in Philadelphia.

Bay Area sites which will receive major consideration are a Crystal Springs location, a site in Moraga Valley, Contra Costa County, and a third location at the southern end of the San Francisco peninsula.

Complete data on all these sites has been assembled and embodied in a special presentation brochure prepared by a "task force" under the direction of Carl J. Eastman, Chamber director and vice president of N. W. Ayer and Son, Inc.

● **In the meantime,** evidence of Pacific Coast support of a San Francisco Bay Area U. N. headquarters site appeared in an editorial in the Portland newspaper, *The Oregonian.*

Comments the editor, "San Francisco has everything that a world capital may desire—space, climate, central location between nations of East and West, ship and air transportation to all parts of the globe, international communications, quiet residential areas, recreation and tranquillity. Above all else, it is in a part of the world that is not tainted by the stresses and strains of European politics; it is in the midst of a friendly and peace-loving people who, as hosts to the diplomats of fifty-one nations last year, proved their abiding faith in a world organization for peace."

Three Aviation Developments Asked by Chamber for Area

Three major developments needed for the expansion of San Francisco Bay Area aviation facilities were recommended today by the San Francisco Chamber of Commerce.

● **Kenneth R. MacDonald,** manager of the Aviation Department of the Chamber, listed the following as the three main points:

1. **Development to the maximum degree possible of existing major airports to meet the needs of commercial aviation and the development of smaller fields to meet the needs of private flyers.**
2. **Planning and development of whatever additional major airports may be required.**
3. **Careful planning in the field of state aviation legislation and a constant vigilance to prevent enactment of restrictive legislation which could hamper or retard the growth of all phases of aviation.**

MacDonald is secretary of the Bay Area Aviation Committee in addition to his duties as manager of the Chamber's Aviation Department and secretary of the Chamber's Aviation Committee.

● **The report** pointed out that the San Francisco Chamber organized and developed the Bay Area Aviation Committee in 1944 to work on the problem of a complete coordinated system of airports adequate to serve the Bay Area.

Stressing the importance of the Bay Area as an international air center, the report emphasized the immediate and pressing need for "clear thinking and sound planning on the entire question of airport development." (The Board of Supervisors last August adopted as official policy a recommendation of the Chamber's Aviation Committee that a master plan for city and county aircraft landing facilities be developed.)

MacDonald's report was prepared for use on a panel discussion during the forthcoming Chronicle Forum, sponsored by the *San Francisco Chronicle.*

Industrial Building Permits Show Gain

For the week ended November 7, 79 non-housing construction applications representing outlays to aggregate $1,522,713 were granted for northern California, according to Gilbert H. Kneiss, District Manager of the Civilian Production Administration.

● **This was 73.5 percent** of the aggregate amount of applications considered during the week, according to the S. F. Chamber's Industrial Department, and is the highest percentage granted in many weeks. The S. F. Chamber's Industrial Department has been endeavoring to secure the granting of additional industrial construction permits, contending that San Francisco C. P. A. and National Housing Agency representatives have been unduly restrictive so far as factory projects have been concerned.

Major industrial projects which have been protested by the local N. H. A. representative to Washington are still having the attention of the Industrial Department and their granting is said to be essential to the economic welfare of the bay area.

While the Industrial Department has been active in behalf of veterans housing, it has been guided by the contention that additional factory projects are necessary to assure ample future job opportunities in this region.

Pacific Coast Transportation Advisory Board to Meet Here

To consider matters pertaining to an adequate frieght car supply, members of the Pacific Coast Transportation Advisory Board will hold a series of meetings December 11-12 in the Palace Hotel.

● **Committees of the Board** who will meet during the two-day session are: Freight Claim Prevention, Central Car Efficiency, Executive, Legislative, Railroad Contact, and General Board.

Carl R. Gray, Jr., vice president, Chicago & North Western Railway, Chicago, will be main speaker at the meeting.

Wholesalers' Sales and Inventories

Merchant wholesalers' dollar sales for the month of September on the Pacific Coast were up 46% over September, 1945, and 1% over August of this year, with the sales for the nine months' cumulative period up 23%, it was reported today by the San Francisco Chamber of Commerce.

The report, released by the Chamber's Research Department, was based on a joint survey made by the National Association of Credit Men and the U. S. Bureau of the Census.

Sales in the nation during September were up 44% over September, 1945, and up 28% for the nine months' cumulative period, but were off 4% compared to August of this year.

September inventories of Pacific Coast merchants wholesalers, value at cost, were up 40% over September, 1945, and 7% above August, 1946.

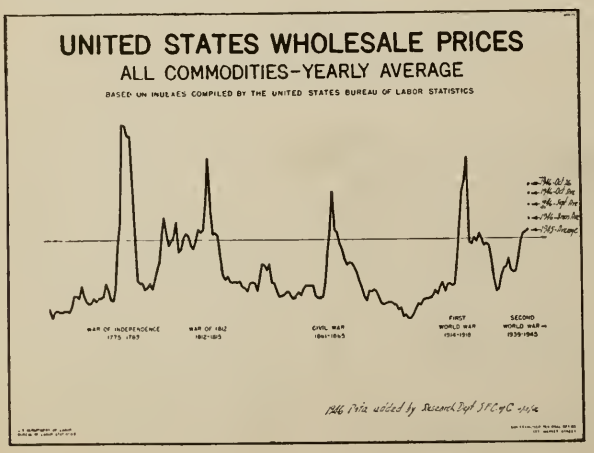
It is pointed out by the Bureau of the Census that a large part of the general increase over a year ago, both in dollar sales and inventories, is accounted for by the rise in general price levels. Something of the long range trend in wholesale price index of the U. S. Dept. of Labor, based on 889 commodities with 1926 as the base year, is shown in the accompanying chart and serves to visualize the rapid rise during the current year to October 26, 1946.

The trend by kinds of business both for sales and inventories is shown in the accompanying tabulation:

PACIFIC COAST WHOLESALERS' SALES AND INVENTORIES, SEPTEMBER, 1946

Kinds of Business	Percent Change 9/46 from 9/45		Percent Change 9/46 from 8/46		Percent Change from 9 mos. 46 9 mos. 45
	Sales	Invent.	Sales	Invent.	Sales
Automotive Supplies	52	26	11	4	36
Clothing & Furnishings except Shoes	51	a	29	a	26
Shoes and other Footwear	73	39	38	—6	28
Dry Goods	63	a	—8	a	30
Electrical Goods	140	98	5	12	43
Fresh Fruits and Vegetables	10	50	29	30	3
Furniture and House Furnishings	85	120	13	—2	34
Groc. & Foods, except Farm Products	33	40	6	6	21
Meats and Meat Products	—5	a	—42	a	38
Beer	—13	a	9	a	—8
General Hardware	65	39	—6	3	34
Industrial Supplies	30	25	—9	11	3
Plumbing and Heating Supplies	25	a	—17	a	2
Jewelry	41	66	—16	5	59
Lumber and Building Materials	47	—22	—3	—5	15
Mach. Eqpt. & Supplies except Electrical	66	50	6	5	26
Metal	91	a	21	a	24
Tobacco and its Products	12	50	—10	0	19
Leather and Shoe Findings	53	9	8	—3	25

a—Insufficient data to show separately.



American Marketing Association to Hold Coast Conference

The American Marketing Association will hold its Pacific Coast Conference in San Francisco at the Mark Hopkins Hotel, Monday, November 25, according to an announcement by Roy S. Frothingham, president, San Francisco Chapter, AMA.

● **Conference sessions** will be devoted to the following program: Marketing Opportunities and Competitive Problems in the Western States; Distribution Costs; Postwar Developments in Western Manufacturing and Heavy Industry; Retail Merchandising Trends in California; the Pacific Coast Sales Horizon; New Objectives and Methods in Selling, Advertising, Marketing and Research; Selling Western Products in Eastern Markets; Creative Advertising and Scientific Marketing; and Opinion Research.

Nationally known speakers who will address the sessions include: Alexander R. Heron, vice president, Crown Zellerbach Corporation; Lyman W. Slack, vice-president and general manager, Packard Motor Car Company; A. E. Werolin, partner, McKinsey & Company; Paul G. Hoffman, president, Studebaker Corporation, and chairman, C. E. D.; E. L. Molloy, vice president, O'Connor Moffatt & Company; L. Edward Scriven, general manager, Niagara Duplicator Company; R. G. Landis, Shell Oil Company; Arthur C. Farlow, vice president and Pacific Coast manager, J. Walter Thompson Company; Dilman M. K. Smith, vice president, Opinion Research Corporation; Ewald T. Grether, Dean, University of California School of Business Administration; and David E. Faville, Professor of Marketing, Stanford University Graduate School of Business.

Registration fee for the all-day session is $5.00. Executives wishing to attend this meeting should send their registration to Frank Lynip, C and H Sugar Company, 215 Market Street.

State Leads U.S. in U.S. Steel Stock Holdings

Holdings of common stock of United States Steel Corporation in the eleven western states totaled 649,701 shares on September 30, 1946, compared with 592,531 shares of a year before, according to an announcement by the corporation.

● **Preferred stock holdings** in the same area amounted to 185,438 shares as compared to 181,796 shares a year ago.

Of the Western holdings, the largest amount is held in California, numbering 445,701 shares of common stock, which shows an increase over the 398,469 shares held a year ago. The preferred stock held in this state amounted to 133,465 shares, as compared with 130,743 shares held in 1945.

General Doolittle Guest Speaker at Aviation Luncheon Here

Lieutenant General James H. Doolittle, vice president, Shell Union Company, was guest speaker at a luncheon in the Red Room of the Fairmont Hotel, Wednesday, November 20.

● **The luncheon,** co-sponsored by Southwest Airways, Inc. and the Chamber's Aviation Committee, marked inauguration of Southwest's local feeder-line air service between San Francisco and Los Angeles, which begins November 25.

The pre-inaugural flight on November 20 carried business, civic and aviation leaders from communities on Southwest's route. Inaugural ceremonies were held following the plane's arrival at San Francisco Municipal Airport at 11:00 A.M.

Following the ceremonies, the delegation, together with San Francisco civic and aviation leaders, attended the Fairmont Hotel luncheon, where they heard an address by Doolittle on "A New Era in Air Transport."

Communities which will be served on Southwest's route include: Oxnard, Ventura, Santa Barbara, Santa Maria, San Luis Obispo, Coalinga, Watsonville, Monterey, and Santa Cruz. Two round trips will be scheduled daily.

C of C Group Studies Charter Changes for City Planning

Present and proposed San Francisco city charter revisions with reference to the City Planning Commission and its functions were reviewed by the San Francisco Chamber of Commerce Sites and Buildings Section at its meeting last Friday.

● **T. J. Kent, Jr.,** Acting Director of Planning, met with the Section and explained various provisions of the existing charter, certain proposals for changes which have been made by the Junior Chamber of Commerce and other proposals which have been made by the City Planning Commission. The subject was docketed by the Section because of a letter from Michel D. Weill, President of the City Planning Commission, transmitting a preliminary draft of charter changes as proposed by the Commission.

Members of the Section are studying proposals which will be considered by the Section at another meeting on December 6.

Area Leaders Hear Talk on Standardization

Standardization under free enterprise leadership was discussed in San Francisco last week by Howard Coonley, chairman of the executive committee of the American Standards Association, before representative Bay Area manufacturing executives.

● **A federation** of national groups dealing with standardization, the American Standards Association accomplished notable results throughout American industry during the war and has expanded its activities for the postwar period. Coonley is a former chairman of the board and president of the National Association of Manufacturers, and was chairman of the board of the Walworth Company.

Bay Area businessmen interested in standardization who may desire further information about the American Standards Association and its activities can communicate with Mr. Coonley at 70 East 45th Street, New York 17, or the San Francisco Chamber's Industrial Department.

CHAMBER VISITS RICHMOND DISTRICT

Left to right: Daniel J. O'Hara, President, Greater Geary Boulevard Merchants Association; Brayton Wilbur, president, San Francisco Chamber of Commerce; Thomas J. Lenehan, president, Retail Merchants Association; and George J. Daley, president, Clement Street Merchants Association. Occasion was the second in the series of district luncheon broadcasts sponsored by the Chamber.

Stockton Goodwill Group to Visit S. F.

A group of Stockton Chamber of Commerce directors and businessmen will visit San Francisco tomorrow on a "good neighbor" trip, according to an announcement by Carl J. Eastman, chairman, Domestic Trade Committee, San Francisco Chamber of Commerce.

● **As guests** of the San Francisco Chamber's Domestic Trade Committee, the group will be entertained at luncheon at Lakeside Country Club.

Following luncheon, a discussion will be held on "San Francisco Bay Region and Foreign Trade Prospects," led by Richard S. Turner, Adams-Turner Company, and William B. Loomis, World Trade Department, San Francisco Chamber of Commerce.

In the afternoon the group will make an inspection tour of United Air Lines maintenance plant and the San Francisco Municipal Airport.

Chamber Executive Attending National Traffic Conference

Walter A. Rohde, manager, Transportation Department, San Francisco Chamber of Commerce, left Sunday for New York to attend the 39th annual Convention of the National Industrial Traffic League, November 21 and 22.

● **Principal speaker** at the meeting of the League, a nation-wide organization of industrial traffic managers and commercial trade and traffic organizations, will be Colonel J. Monroe Johnson, director, Office of Defense Transportation.

A complete symposium of the entire transportation industry will also be held during the meeting sessions.

Richmond District Featured on Chamber Luncheon Broadcast

One hundred and four members of the Greater Geary Boulevard and Clement Street Merchants Associations and staff of the San Francisco Chamber of Commerce attended the second in the series of joint Chamber and district merchants' luncheons held Wednesday, November 13.

● **Discussion** of district traffic problems and the third in the series of "Meet the Neighborhoods" radio broadcasts were the high spots of the joint Chamber of Commerce and Irving Street Merchants Association luncheon held yesterday. The luncheon was held at the Parkwood restaurant.

● **Edward L. Turkington,** chairman of the Chamber's Traffic and Highway Committee discussed general traffic matters with specific reference to district problems.

A. J. Bourdy, president of the Irving Street Merchants Association and Thomas J. Lenehan, president of the Retail Merchants Association of the Chamber co-presided at the meeting. Members of the board of directors and staff of the Chamber were present.

The radio program was recorded at the luncheon and will be broadcast Friday, November 22, at 8:30 p.m. on Station KSFO. Written and produced by Len Gross, manager of the Radio Bureau of the Chamber, the program relates the history and background of the Sunset district. Gross interviewed Bourdy and Raymond Lawless, secretary of the Irving Street Association, on current and future plans of the district.

Commenting on the series of luncheon meetings, D. P. Street, managing director of the Retail Merchants Association, pointed out that the purpose of the meetings is to further strengthen relations between the Chamber and districts by a discussion of mutual problems.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin," issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 18. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITORS

6066 HONGKONG—Mr. Chen Shu-Kai, Manager of The Great China Finance & Development Corp., National Bank Building, De Voeux Road, Central, is visiting this country to further international trade between China and the U. S. Wishes to contact firms interested in importing from China: tung oil, aniseed oil, tungsten, tin, rubber, gallnut, etc. Interested in representation and purchasing of: fertilizer, dyestuffs, hardware, building material, sanitary ware, electrical equipment and supplies, radios and refrigerators, enamel kitchen ware, cotton, rayon, woolen textiles, clothing and accessories, nylon stockings, plastic goods, shoes and leather, papers, novelties, fruit, confectionery, milk and canned foods. New York address: c/o The Wing On Co., 6 West 28th St., New York 1, N. Y.

EXPORT

6070 CHINA—Chuen Yeh Trading Co., Fu Lung Road 36A,Tsingtao, wants old air-brake rubber hose, old auto tires, old newspapers in bales, household petroleum gas-cookers, and wood.

6074 HAWAII—Roland L. Chun, 1617 Liholiho St., Honolulu 21, wishes towels, cloths and following clothing items: shirts, jerseys, trousers, pajamas, undershirts and shorts.

6082 PHILIPPINES — Quezon Avenue Hardware, Inc., 364 Quezon Blvd., Manila, request catalogs and prices on builders' hardwares, tools, construction materials, agricultural implements, electrical household appliances, paints and oils.

IMPORT

6091 GREECE—Christos C. Christou, P.O. Box 286, Salonica, offers Greek products, such as olives, tobacco, cigarettes, red saffron, red pepper, seed of carob, wines, carpets, etc.

6093 INDIA—The J. M. & P. Sales Co., 160 Broadway, Madras, offer crude botanical drugs, spices, seeds, gums, essential and vegetable oils, forest products, etc.

6097 SOUTH INDIA—K. V. Thomas & Sons, Shertallay Road, Alleppey, offer floor-covering articles such as coir and jute mats and mattings, rugs and carpets in various designs.

6098 ITALY—Rivista Italiana Essenze, Casella Postale N. 850, Milan, offer perfumes, toiletries, soaps, drugs, pharmaceuticals and all kinds of liquors.

6102 PORTUGAL—Artur Joaquim, Rua Das Fontainhas 40, Porto, has for export Portuguese filigree-work and articles made of silver.

IMPORT-EXPORT

6105 HONGKONG — Kwong Tack Co., No. 4 Queen's Road, West, wish direct connections with exporters of paper, cigarette paper, old newspaper, cotton, rubber, tin, rice, flour, oats, cassia, industrial chemicals, dyestuffs, and foodstuffs. Offer: cotton yarn, Chinese medicines, Chinese paper, Swatow lace and embroideries, and Chinese native products. Samples and particulars upon request.

6110 ITALY—Eko Import Export Company, Ltd., Via Sant'Agostino 7, Torino, wish to establish import-export relations, dealing in pure hemp cord and rope, wines and liqueurs, textiles, ladies' and men's clothing, sponges and chamois, radios and portable phonographs, bicycles and accessories, machinery and tools, essential oils and aromatic essences, herbs and drugs.

REPRESENTATIONS, AGENCIES, DISTRIBUTORSHIPS

6113 SOUTH AFRICA—Louis De Leeuw, P.O. Box 681, Johannesburg, interested in representing mills, factories, and exporters of textiles, soft goods, hardware, crockery, lumber and other lines. Branches at Cape Town, Port Elizabeth, East London, and Durban, etc.

6115 BRAZIL—A. H. Nelson, P.O. Box 1013, Rio de Janeiro, wishes to contact exporters of radios, radio components, washing machines, dishwashers, toasters and all electrical domestic appliances, hand tools, and electric motors. Wishes exclusive representation for above.

6119 DENMARK—Bruno Uldall, Kobmagergade 62, Copenhagen, K., wishes to represent American manufacturers of gloves, particularly long kid gloves for ladies.

6132 PUERTO RICO—J. M. Landron, P.O. Box 106, Ponce, established as manufacturers' agent and interested in following lines: laundry soap and allied products, canned goods, cattle and poultry feed, steel products, general hardware and plumbing fixtures, as well as toys.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6512—SALCO SALES COMPANY, 802 Winter Avenue, El Paso, Texas, interested in representing local manufacturers of dry goods, notions, drugs, drug sundries, toys, housewares, electrical goods, hardware, cosmetics and similar lines.

D-6513—CERF BROTHERS BAG COMPANY, 400-412 Barton Street, St. Louis, Missouri, seeking a representative to handle their press covers, replacement pockets, towels, laundry bags, etc. Would call on laundries, dry cleaners, hotels and restaurants, etc.

D-6514—CONLEY & DAGGETT INC., P.O. Box 324, Lynn, Mass., seeking a wholesale frozen food distributor to handle their boiled whole lobsters. Have 50,000 pounds available for immediate delivery.

D-6515 — HERTER MACHINE TOOL & DIE WORKS, 108-28 Springfield Bldg., Queens Village 9, New York, looking for a jobber that calls on stationery trade to handle their envelope opener.

D-6516 — TATKO BROTHERS SLATE COMPANY, Middle Granville, New York, seeking a wholesale building material distributor for their slate flagstones and flooring.

D-6517—SPIRAL BRUSHES, INC., 3114 East 91st Street, Cleveland 4, Ohio, looking for a sales representative for their brushes and buffs. Given a long term contract, protected territory. Work on commission only.

D-6518—C & S SCREW MACHINE PRODUCTS COMPANY, 156 Seymour Street, Waterbury, Connecticut, seeking jobber for their screw machine products.

D-6519 — ADJUSTS-POST MANUFACTURING COMPANY, 908 St. Clair at Bowery, Akron 7, Ohio, looking for a manufacturers' representative for their adjustable cellar jack post.

D-6520 — JENSEN MANUFACTURING COMPANY, 712 Third Street, S. E. Cedar Rapids, Iowa, want a wholesale distributor for their advertising specialties and toys. Would call on drug, grocery, cigar stores and taverns.

D-6521—MR. JOSEPH W. RAPP, 408 Concord Building, Portland 4, Oregon, interested in representing local manufacturers of automotive, industrial, marine and sporting goods lines in Oregon, Washington, and Northern California. Calls on distributors, jobbers, manufacturers, city, county and state government offices.

D-6522 — SCHWARTZ DISTRIBUTING COMPANY, 1800 S. W. 17th Street, Miami 35, Florida, looking for sales agent for their new postage stamp machine.

National Farm Group to Hold S.F. Convention

The American Farm Bureau Federation will hold its convention in San Francisco December 8-13, according to an announcement by Ray B. Wiser, president, California Farm Bureau Federation.

● **Forty-six states** will be represented at the meeting. An attendance of at least 5,000 is expected. Business sessions will be held in Civic Auditorium.

Critical Building Materials Offered for Vet Housing

A new offering of $1,700,000 worth of critical building materials to assist the veterans emergency housing program is being made by War Assets Administration, with issuance of another catalog.

● **Included in this catalog** are: tanks and boilers, plywood and lumber, building paper, screening, aluminum sheets and fittings, sheet steel, wire mesh, reinforcing rods, tubing, valves, paints, lacquers and varnishes, heating, lighting and ventilating equipment and accessories, kitchen and laundry equipment, electrical material, locks and nails, as well as materials and equipment for construction and maintenance of utilities necessary to service the housing program.

Mail requests for catalogs should be addressed to Department 500 of WAA at 33 Berry Street, San Francisco, and phone inquiries to Sales Information Section, YUkon 6-2525.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. (Subscription, Five Dollars a year included in Annual Dues.) Entered as Second-Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 3 | Thursday, November 28, 1946 | Number 48

WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• SURPLUS PROPERTY

War Assets Administration has emphasized that veterans who desire to purchase surplus property by mail order need not send funds of any type until they are informed that the items ordered are available and in the quantities they request.

WAA stresses this procedure to avoid tying up funds of veterans who feel obligated to forward the full money value of their mail order which, in many instances, cannot be satisfied immediately in full.

• SURPLUS TENTS

Four million dollars' worth (original cost to the government) of new and used surplus tents, flies and flaps will go on sale by War Assets Administration on a competitive bid basis starting December 2, 1946, and closing December 20, 1946. Heretofore government surplus tent sales have been conducted on a fixed price basis, with about four million dollars' worth finding its way back to federal agencies, veterans and commercial buyers.

Thirteen different types of tents, flies and flaps will be offered in the December sale, which is open for all levels of buyers. Bids may be made for one or more lots of tents in any or all regions. The tents are to be sold "as is, where is," f.o.b. shipping point. The bulk of these surplus tents is located in the San Francisco and Los Angeles regions, in the Fort Worth, Texas, region, and in the Birmingham, Alabama, region.

Sealed bids should be sent to the regions holding the inventories as listed in detail in national advertising scheduled for the first of December.

• VET HOUSING

In a further effort to expedite the sale for removal from the site of surplus government-owned structures suitable for housing under the Veterans' Emergency Housing Program, WAA and the NHA have collaborated on the method whereby prospective purchasers may obtain the necessary HH Ratings of Project Ratings.

Individuals who wish to buy one or more buildings for their own personal use, and contractors who wish to buy a number of buildings, are eligible to apply for ratings. WAA will emphasize in its advertising of such structures that the required ratings, which carry a serial number or a project number, may be obtained at the nearest field office of the Federal Housing Administration, where the applicant may obtain information governing the issuing of an HH Rating. The address of the nearest FHA field office will be shown in the advertisement.

S. F. Chances for U. N. Home Are Good, Says Mayor Lapham

Negotiations are now being conducted between the United States delegation to the United Nations and the War Department for release of the San Francisco Presidio as the United Nations permanent headquarters.

• **This statement** was made by Mayor Roger D. Lapham as he prepared to return to New York to continue San Francisco's campaign for the headquarters of the United Nations.

"I think the chances of the United Nations headquarters coming to San Francisco are brighter than ever," said Mayor Lapham.

Members of the U. N. site selection committee left San Francisco Sunday for Boston following four days in the Bay Area inspecting possible headquarters locations. Sites which received most favorable consideration were the Presidio and a site near Crystal Springs in San Mateo County.

• **Prior to their tour of the sites,** committee members viewed an exhibit of site information prepared by a "task force" under the direction of Carl J. Eastman, Chamber of Commerce director.

Leaving Sunday by chartered plane for Boston, the site committee was accompanied to the airport by a group of civic officials which included Mayor Lapham and Walter Haas, chairman of the Chamber's United Nations Headquarters Committee. Shipped to Boston on the delegation's plane for eventual display in New York was the Chamber's exhibit of site data.

The investigating group, after an inspection of Boston and New York sites, is expected to make a complete report to the full headquarters' site committee, following which the U. N. general assembly will make the final site selection.

State Chamber Meeting Slated For December 4-5

Annual membership meeting of the California State Chamber of Commerce will be held at the Palace Hotel, December 4 and 5, it has been announced by President Asa V. Call.

• **Sessions** on agricultural, industrial, tax, highway and social security problems will be held, with speakers including state and national authorities.

Brayton Wilbur, president, San Francisco Chamber of Commerce, will extend the Chamber's welcome at the Wednesday luncheon session. Presiding at sessions of the Industrial Section will be Adrien J. Falk, past president of the San Francisco Chamber. G. L. Fox, manager of the Chamber's Industrial Department, will participate in an industrial panel on Western industrial development, and San Francisco Chamber members will be speakers and participants in several section programs.

Chamber members desiring to attend the Wednesday luncheon should write to the California State Chamber of Commerce, 350 Bush Street, San Francisco 4, enclosing check for reservations at $2.85 each.

Development of Imports Urged at National Foreign Trade Meet

Great national interest in the foreign trade problems of the United States was reported by the large San Francisco delegation to the National Foreign Trade Association Convention in New York upon their return home this week.

• **Acknowledging continuing demand** for American products for some time, practically all speakers stressed the importance of increasing our imports to assure payment for exports of American industry and agriculture.

Dr. Henry F. Grady, president, American President Lines, in a speech at one of the sessions, stated: "Our attitude towards imports will be fundamental in the determination of our whole postwar economic policy." Dr. Grady urged that our genius for salesmanship must be put in reverse and applied to finding markets for imports.

Hayward Chamber Holds "C of C Week"

"Chamber of Commerce Week," originated by the Hayward Chamber of Commerce, is being observed this week with a number of events publicizing the part a Chamber plays in the life of its community.

• **Highlight of the week** will be a dinner address by Frank E. Gannett, nationally prominent newspaper publisher, at the Hayward High School Auditorium, 6:30 p.m., Friday, November 29.

San Francisco Chamber members interested in attending the dinner can obtain tickets through the Chamber's Domestic Trade Department.

CHAMBER VISITS SUNSET DISTRICT

Left to right: John C. Halloran, president, Sunset Merchants Association; Thomas J. Lenehan, president, Retail Merchants Association; A. J. Bourdy, president, Irving Street Merchants Association; and Louis B. Lundborg, general manager, San Francisco Chamber of Commerce. Occasion was the third in the series of joint Chamber-district merchants luncheons being held in the city's various neighborhoods.

CANCCOCE to Elect Officers

Annual election meeting of the Central and Northern California Chamber of Commerce Executives will be held Tuesday, December 3, according to an announcement by Mrs. Iona Booth, president.

● **CANCOCCE members** will be guests of the San Francisco Chamber of Commerce at luncheon in the San Francisco Commercial Club. The regular business meeting will follow election of officers.

Government Electronic Surplus Now Available

San Francisco is the location for one of the major establishments to dispose of all types of electronic devices and equipment surplus to the needs of the government. Under a new disposal program, there will be only three disposal agencies on the Pacific Coast.

● **This information** was brought out at last week's meeting of the San Francisco Chamber's Electronics Section in which F. G. Hawkinson, sales manager, Remler Co. Ltd., participated.

The Remler Company has established an electronics disposal plant at 600 Beach Street through which millions of dollars worth of all types of electronic equipment, ranging from simple components up to complete radar installations, is being offered for sale.

The end of the war found various branches of the government in possession of over $400,000,000 worth of electronic equipment in the Pacific Coast states. New procedures have been established with the War Assets Administration to expedite the merchandising of this equipment.

West Portal-Lakeside Merchants Meet with Chamber at Luncheon

Discussion of district traffic problems and the fourth in the series of "Meet the Neighborhoods" radio broadcasts were the high spots of the joint Chamber of Commerce and West Portal and Lakeside Merchants Association luncheon held Wednesday, November 27.

● **Edward L. Turkington,** chairman of the Chamber's Traffic and Highway Committee, discussed general traffic matters with specific reference to district problems.

Angelo Giomi, president of the Lakeside Merchants Association, Clarence Dulfer, president of the West Portal Merchants Association, and Thomas J. Lenehan, president of the Retail Merchants Association of the Chamber, presided at the meeting. Members of the board of directors and staff of the Chamber were present.

The radio program was recorded at the luncheon and will be broadcast Friday, November 29, at 8:30 p.m. on station KSFO. Written and produced by Len Gross, manager of the Radio Bureau of the Chamber, the program relates the history and background of the West Portal-Lakeside area. Gross interviewed Giomi and Dulfer on current and future plans of the districts.

October Industrial Expansions . . .

—By the Chamber's Industrial Department

New plants and expansions in Northern California during October 1946 exceeded September industrial development for the area by $2,196,550, according to tabulations by the San Francisco Chamber's Industrial Department. October tabulations represented 56 new plants to cost $4,955,700 and 40 expansions to represent outlays of $2,663,000 for a total of 96 projects to cost $7,618,700.

● **Total northern California developments** for 1946 through October represent 621 new projects aggregating $62,358,655 and 454 plant expansions representing expenditures of $59,810,748 which together add up to 1,075 projects with total investments of $122,169,403. Bay Region (12 Counties) developments for the same period were: 487 new plants at $48,056,975 and 384 expansions at $55,168,615 for a total of 871 projects at $103,225,590.

Industrial development in both Northern California and the Bay Region through October is considerably ahead of the same period in 1945. Last year the Industrial Department reported 599 projects at $116,743,045 for Northern California and for the Bay Region 492 projects costing $100,007,820.

October 1946 projects summarize as follows:

● **San Francisco**	
8 new plants	$ 120,000
11 expansions	884,000
19 total	$1,004,000
providing 162 jobs	
● **Bay Area (12 Counties)**	
38 new plants	$2,925,100
32 expansions	2,130,500
70 total	$5,055,600
● **Northern California (48 Counties)**	
56 new plants	$4,955,700
40 expansions	2,663,000
96 total	$7,618,700

Representative of October expansions in San Francisco and the Bay Area are:

● **Lowrie Paving Company, Inc.,** Evans and Rankin Streets, San Francisco, is constructing 400-ft. x 200-ft. asphalt plant and will install $100,000 worth of new equipment.

● **Kingan & Company,** 4th and Townsend Streets, San Francisco, plans erection of large steel and concrete building for a new processing plant. Total expenditures will approximate $500,000.

● **Mohr-Fredericks,** Westward Ho Yacht Club, San Francisco, has started the manufacture of plywood outboard motor boats.

● **Jensen Machinery Company, Inc.,** Emeryville, has been granted CPA permit to construct a $50,000 addition to machinery manufacturing plant.

● **Myers Barrel Company,** Oakland, California, will construct factory building addition to cost approximately $115,000.

● **Pacific Paint & Varnish Company,** Berkeley, California, is constructing a new three-story plant to cost $200,000.

● **California Wire Specialties,** San Jose, has awarded a contract for the construction of a $22,000 factory building to manufacture wire mesh products.

● **Peterbilt Motors Company,** Oakland, California, has been granted CPA permit to construct a concrete, one-story Diesel motor testing building.

RETAIL TRADE

D. P. STREET
Managing Director
Retail Merchants Assn.

A Vital Chamber Interest

SAN FRANCISCO NOW DOES A YEARLY RETAIL BUSINESS OF ABOUT 840,000,000 DOLLARS.

Retail trade is one of the most important San Francisco business activities, and in the San Francisco Chamber of Commerce matters affecting this group are handled through the Retail Merchants Association.

You are assured of sound retail trade practices by the zealous and watchful work of this organization.

Protection and preservation of the interests of retailers, and with it the free enterprise system is a major task of this organization.

That means service and protection to you and your business.

SERVICES

- **Promote** retail trade group action on questions affecting retailing.
- **Develop** business opportunities in the retail field for returning veterans.
- **Work closely** with district merchants associations in their problems to develop the best interests of retailing in San Francisco.
- **Cooperate** with national retail associations for the protection and development of retail interests.
- **Educational programs** to improve retail business standards and consumer relations.
- **Disseminate information** and government regulations pertinent to retail interests.
- **Present** retailers' problems to federal agencies.
- **Represent** retailers before lawmaking bodies.
- **Assist** in programs of various natures developed by government agencies.
- **Furnish** informative bulletin service to members.
- **Assist** all retail trade groups in promotional activities.
- **Work** with San Francisco Board of Education in extending distributive education courses.
- **Assist** Bay Area Chamber of Commerce Merchants Associations in their local problems.

Retail Merchants Association Board of Directors, 1947

Thomas J. Lenehan, *President*
P. R. Mills, *1st Vice President*
R. S. McConnell, *2nd Vice President*
David P. Street, *Managing Director*
Constant J. Auger
James F. Gurley
Newton J. Hale
R. B. Hamlin
H. Holmes
John Howell
B. M. Joseph
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Melville P. Meyer
Edwin S. Newman
L. Oppenheimer
Percy E. Roberts
Karl M. Stull
Edgar D. Turner, Jr.
Frank I. Turner (*Honorary*)
Shirley Walker (*Ex-Officio*)
Robert H. Willson

Main Street of the West

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin," issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 18. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITORS

6146 CHINA—W. Stewart, manufacturers' representative, 3 Edward Ezra Road, Shanghai, was a recent visitor. Handles export-import trade, especially textiles in general, metals, leather and sundries. Address in San Francisco: 2835—34th Avenue; telephone SEabright 4055.

6147 INDIA—Brij Ratan Mohatta, Director of B. R. Herman & Mohatta, Ltd., Wood Street, Karachi (engineers and shipbuilders), was here recently. Interested in importing agricultural implements, machinery, textiles in general, chemicals, sheet plate, glass, water proofing and white cement, paints and varnishes, paper, cosmetics, refrigerators, radios, elevators and escalators, shipping, airlines and road building machinery. (Seeks manufacturers' rights for underlines products). New York City address until November 28th: care Mohatta Bros. Agency, 284 Fifth Avenue, N. Y.

6148 INDIA—Syed Ahmad Ali, representing Ahmad Fatma Kazim Ltd., Guzri, Patna City, now visiting this country, expects to come to San Francisco soon. Seeking importers interested in Indian goods such as: carpets, rugs, silks, brocades, brassware and jewelry, hogs' bristles, fox and marmot skins, novelty handicraft articles, etc. Wishes investigate possibilities of exporting to India. New York City address: care Hayes G. Shimp, Inc., 230 Park Avenue.

EXPORT

6154 BRAZIL—Heinrich Straus, Caixa Postal 4997, Sao Paulo, interested in importing fruits, vegetables, fresh, dried, or preserved.

6155 CANADA—J. R. Clancey, 848 Younette Drive, West Vancouver, B. C., interested in importing general merchandise and foodstuffs. Prefers exclusive franchise for Canada or the four Western Provinces.

6156 CHINA—Cathay Trading Co., interested in importing linseed oil, hansa yellow and monolite red.

6157 CUBA—Leovigddo Gonzalez, P.O. Box 846, Havana, interested in importing general merchandise such as: glue, paper, textiles, hardware, glassware, dehydrated, canned or preserved fruits, vegetables, fish, beans, foodstuffs, etc.

6158 HAWAII—The Marwood Import Co., Box 2554, Honolulu, is interested in importing various candies and clothing in general.

6159 INDIA—Barlas Bros., Cart Road, Simla, want to import the following: old clothing, old newspapers, metal scraps; silk, rayon remnants from mills or from wholesalers; Army surplus old or new parachutes. Have secured import licenses already.

6160 INDIA—Gangaram Sons, P.O. Box 1360, Fort, Bombay, interested in importing general merchandise, such as: textiles, hosiery, linens, plastics, refrigerators, electrical appliances, radios, cutlery, glassware, crockery, pens and pencils, clocks, perfumes and cosmetics, and beauty aid products.

IMPORT

6168 B. W. AFRICA—P. B. Okon, P.O. Box 95, Edem Street, Calabar, Nigeria, wish to export Nigerian products, especially: piassava, black pepper, cow bones, coconut husks, canes and bamboo. Wish to import all kinds of cotton piece goods.

6169 ARGENTINA—Baquero & Solla Veiga, Av. Pte. Saenz Pena No. 615, Buenos Aires, interested in exporting: baby carriages, gloves, bakelite and plastic objects, ladies novelties, custom jewelry, glassware and other miscellaneous articles.

6170 CEYLON, COLOMBO—A. John Perera & Sons, Ltd., offers for export: kapok, rubber, cocoa, copra, coconut oil, desiccated coconuts, citronella oil, and cinnamon oil.

6171 INDIA—Crossley Laidlaw & Co., No. 2 Deura St., Sialkot City, interested in exporting all kinds of indoor-outdoor sporting goods, such as: tennis rackets, footballs, polo sticks, etc., also: cutlery items. Catalog on file here at World Trade Dept.

6172 ITALY—Norditalia, Societa Ligure Commerciale, Via Coro Della Maddalena, No. 10-6, Genova, interested in exporting: furniture, wooden, artistic (in sets or each one separately). Also made to order furniture, patented, metallic, such as: chairs, tables, lacquer or chrome finish; cradles, baby carriages, etc. Artistic porcelain and pottery. Art objects in marble, alabaster, wooden, iron, terracotta, forged and embossed. Ornamental objects, laces all kinds, gloves, etc.

EXPORT-IMPORT

6179 ARGENTINA—Hipolito S. Veniard, Neuquen 1423, Buenos Aires, imports-exports general merchandise, especially: machinery, tools, chemical products, electrical applicances, toys, aeronautical materials, railway materials, spare parts for machinery in general and all kinds of transportation implements.

6180 ARGENTINA—Agencia Eika, Calle Victoria 1394, Buenos Aires, exports all native products and imports and represents foreign firms, especially their native products and merchandise in general.

6181 AUSTRALIA—H. R. Irving, representing the firm of Irving Agencies, Pty. Ltd., exporters, importers and commission merchants, 429 Kent Street, Sydney, will be in San Francisco, Plaza Hotel, November 24th to 27th incl. Interested in securing agencies for merchandise in general, especially textiles (yardage material); plastic goods, household articles, and any utility or goods which can be useful in Australia. Interested in hearing from firms desirous of importing Australian products, and of American manufacturers who might be interested in establishing themselves in Australia, as they know the markets well.

6182 BRAZIL—J. Cassab & Cia. Ltda., Caixa Postal 1799, Sao Paulo, wish to import electric motors, electrical pipe conduits, reinforcing bars, cement, galvanized water pipes and sheets, interested also in representation or distribution.

6183 BRAZIL—Irmaos Nieva & Cia. Ltda., Caixa Postal 4345, Rio de Janeiro, imports-exports drug items, chemicals, powdered milk, plastic raincoats, builders' hardware, etc. Export especially Brazilian products and novelties, vegetable oil, and large quantities of mandioca root flour for the brewing industry.

6184 CHINA—David Chu & Co., 89 Hai Po Road, Tsingtao, exports-imports merchandise in general. Exports especially: human hairnets, sheer linen handkerchiefs, laces, embroideries, silks and pongees; imports especially: wheat flour, lumber, old newspapers, used tires, hardware, printing paper, chemicals, bicycles, sewing machines, cotton and woolen goods, etc.

6185 CHINA—Bramore Trading Co., P.O. Box 1433, Shanghai, export carved semi-precious stones. Handle also wide range other articles, especially: embroideries, novelties, porcelainware, artificial flowers, manufactured metalware and softgoods.

6186 CHINA—Chin Lung Trading Co., 133 Taku Road, 10th Area, Tientsin, interested in importing cotton and woolen piece goods, dye stuffs, metal ware, cotton, paper and merchandise in general. Interested in exporting: straw braid, bristles, nuts, cotton, hairs, etc.

6187 COLOMBIA—Rayco Ltda, Aptdo. postal No. 496, Cali, are interested in exporting and importing merchandise in general. Prefer to represent American manufacturers or firms, especially those on the Pacific Coast.

REPRESENTATIONS—AGENCIES—DISTRIBUTORSHIPS

6202 UNION SO. AFRICA—Victor Cowles, 223 Adderley Street, Port Elizabeth, importer and manufacturers' representative, seeks exclusive rights or agency arrangements in U. S. A.

6203 W. AUSTRALIA—John Maxwell & Co., 81 William Street, Perth, are desirous of acting as commission agents for manufacturers requiring representation for soft goods, ladies underwear, rubber or rain apparel, and affiliated lines.

6204 AUSTRIA—Erwol-Cmbh., Canovagasse 7, Vienna 1, manufacture office equipment, such as filing cabinets, etc. Would like to hear from firm or firms interested in acting as their agent or representative in U. S. A.

6205 BELGIUM—Fernand de Heusch, 46 rue Hotel des Monnaies, Brussels, seeks sole agency or exclusive distribution of manufacturers who can supply a complete line of plastic raw materials and plastic imitation leathers.

6206 BRAZIL—W. D. Rector, Caixa Postal 1073, Sao Paulo, is interested in representing firms dealing in auto parts, tools, hardware, electrical appliances, refrigerators, motors, flashlights and batteries, radios and spare parts, tractors, typewriters, steel, metals, linoleum, rugs, etc.

6207 CANADA—Ealing Broadway Agencies, 6110 Hutchison St., Montreal 8, distributors of general hardware and automotive equipment and supplies, would like to act as Canadian agents for American manufacturers in Western U. S. A., particularly interested in new products in the hardware line. Also, anything that can be sold to department or hardware stores, car part dealers, garages, etc.

6208 COLOMBIA—Gustavo Larrea, Calle 21, Nos. 23-33, Manizales, is interested in representing firms dealing in black or galvanized iron or sheeting, spare parts for same, construction steel, washbasins, toilets, bathtubs, enameled and galvanized iron, wall paper, and all kinds of hardware and construction material.

6209 EL SALVADOR—Agencies Ultramar, apartado 326, San Salvador, seeks to represent American firms or manufacturers dealing in merchandise in general.

Junior Chamber Sponsoring "Forty-Niner" Game Here

To raise money to send underprivileged children to summer camp, the San Francisco Junior Chamber of Commerce will sponsor a Jaycee Campership Game this year, following its usual custom.

• **Coordinated** through the Community Chest and charitable organizations who select the children and the camp, the project this year will feature a football game between the San Francisco '49ers and the Chicago Rockets on November 30 at Kezar Stadium.

Part of the proceeds from the game is being donated to the Campership Fund. San Franciscans are urged, therefore, to assist in the program for underprivileged children by buying tickets to this game. Tickets can be purchased from the Junior Chamber, 333 Pine Street, EXbrook 4517.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6523—LEISUREHOUSE, INC., 629 North Washington, Wichita 5, Kansas, seeking a manufacturer's agent for their movable hamper.

D-6524—MIDWEST LIGHTING PRODUCTS COMPANY, 1357 Beach Parkway, Lakewood 7, Ohio, looking for manufacturer's agent to handle their floodlights. Would sell to electrical jobbers.

D-6525—DESPATCH OVEN COMPANY, 619 S. E Eighth Street, Minneapolis 14, Minnesota, desire manufacturer's agent for their industrial ovens and dryers. Also their recirculating type heat treating and tempering furnaces. Ovens used for finish and core baking, mold drying, aging, curing and preheating. Furnaces used for bluing, tempering, drawing, prebeating, low temperature annealing, and stress relieving. Give exclusive territorial contracts on a commission basis.

D-6526—WILLIAM A. WARD COMPANY, 426 West Fifth Street, Kansas City 1, Missouri, would like to represent a local manufacturer in Kansas City. Have complete office, factory and shipping facilities, 3,500 sq. ft. for storage. One block from railroad siding.

D-6527—CHAUVIN INDUSTRIES, INC., 383 Shrewsbury Street, Worcester, Massachusetts, seeking a distributor to handle their boat and utility trailers.

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S. F. Chamber of Commerce Elects Officers – Carl J. Eastman President

ADVERTISING EXECUTIVE

CARL J. EASTMAN
New President, San Francisco Chamber of Commerce

First and last a community minded citizen—that is Carl J. Eastman, vice-president and Pacific Coast manager of N. W. Ayer & Son, Inc., who has just been elected 1947 president of the San Francisco Chamber of Commerce.

• **Eastman** has been active in the national and regional advertising field for the past 21 years.

He was born and educated in Minneapolis and after finlshing school he took his first sales job with the New England Furniture & Carpet Company.

From that humble beginning, Carl Eastman moved step by step up the ladder to his present position as one of the key men in one of the country's largest advertising agencies.

• **A simple, unpretentious man,** Eastman claims that his heart is still in the retail sales business and believes that the solution to many business problems of today would be a more practical understanding of the problems involved in dealing and working directly with the public.

It is this basic experience that has made Eastman a forceful advertising executive with a keen, analytical sense of divining what the customer wants.

(Continued on page 4)

Carl J. Eastman, vice president and Pacific Coast manager, N. W. Ayer & Son, Inc., was elected president of the San Francisco Chamber of Commerce Tuesday, December 3, and will take office January 1, 1947.

Eastman, who was the Chamber's first vice president, succeeds Brayton Wilbur, 1946 president.

• **W. P. Fuller Brawner,** vice president and treasurer, W. P. Fuller and Company, was elected first vice president of the Chamber.

• **George G. Montgomery,** vice president, Castle & Cooke, Ltd., was elected second vice president.

• **George C. Tenney,** president, McGraw-Hill Company of California, was elected third vice president.

• **Louis B. Lundborg,** general manager of the Chamber, was re-elected fourth vice president.

• **Richard D. Brigham,** vice president, Anglo California National Bank, was elected treasurer, and Matthew C. Carberry, 1946 president, San Francisco Junior Chamber of Commerce, assistant treasurer, and M. A. Hogan, secretary.

In accepting the presidency, Eastman said:

"Naturally, I feel greatly honored to have been elected president of the San Francisco Chamber of Commerce for 1947; but at the same time I am aware that the job for next year is a great responsibility.

"Our nation has passed through the war years and an extremely difficult year of reconversion, and while I am aware that further readjustments will take place in 1947, it is my feeling that some of the major knots in that weighty problem will be untangled before 1947 is over.

"This means that we must tackle some of the jobs next year that were unavoidably neglected during the war and the immediate reconversion period that followed.

"We must now begin to consolidate the gains in industry, population and economic development made during that period.

"There is not an intelligent person in San Francisco who does not realize that the city and all of Northern California is today on the threshold of tremendous expansion.

"It is the job of the Chamber of Commerce to be the community agency which pulls together the various groups and interests to work for the common cause of economic development and prosperity. The man who accepts the presidency of the Chamber of Commerce assumes a position of leadership and responsibility so great as to make one feel quite solemn in the face of it.

"Much has been accomplished by the Chamber in the past year. It is my desire to carry on some of the splendid projects initiated during Brayton Wilbur's term of office.

"The action of the Traffic and Highway Committee in presenting a plan for the improvement of the city's traffic situation is an accomplishment of major importance. In 1947, the Chamber intends to increase its activities in this direction. It is obvious that traffic is one of San Francisco's major problems . . . a problem that must be solved if San Francisco is to assume the role of world greatness for which she is destined. During my term of office, I will recommend that the entire facilities of the Chamber of Commerce be directed toward aiding in the solution of this problem.

"Another important project for 1947 will be the further development of the relations between the Chamber and the citizens and merchants of our various San Francisco districts. During this past year, a series of luncheon meetings between Chamber leaders and district leaders was inaugurated. In 1947, we intend to continue these meetings and, in addition, develop further cooperative programs of this nature which we believe will work for the benefit of all San Franciscans.

"I have mentioned but a few of the many Chamber projects for 1947. In the coming year we will have to face many other problems and it is my belief that, supported by the citizens of San Francisco, we can surmount them.

"The policies of Northern California Unity, of good neighborliness toward the cities and agricultural areas surrounding San Francisco, of developing the Bay Area and Northern California as a great world center are policies which I hope to continue in the coming year.

"It seems to me that the policy of unity rests on two principles, unity within and friendliness without. The various groups within our own community must work together with each other; and the community as a

(Continued on page 4)

General Business Activity

Thumb Nail Sketch: by the Research Department

• TREND

The general business activity in San Francisco established a new all time high for the month of October with the Chamber index at 223.8. This was 3.4% above September and 6.7% above October last year. The ten months' average was 6.1% above the corresponding period a year ago. There was no one factor entirely responsible for the continued rise except the characteristic seasonal trend from already high levels, partly attributable to changes in the purchasing power of the dollar.

• Consumer Prices

Consumer prices in the San Francisco Bay Area reached new highs during October based on the U. S. Department of Labor index at 153.0 for "All Items" or 1.4% above September, 11% above June and 15.1% above October last year. Cost of individual items during October compared to October last year, were as follows: Food up 29.5%; clothing up 11.5%; house furnishings 3.7%; miscellaneous 7.1%. Gas and electricity were the only items to show a decrease, which brought fuel, electricity and ice items down 11.4% compared to a year ago.

• Retail Trade

Department store sales in San Francisco in October were 22% above last October with the 10 months' cumulative up 20%. Sales in the San Francisco-Oakland Metropolitan Area were up 23% and 21% respectively; Central Valley October sales were 40% above a year ago with cumulative sales up 31%; Northern California sales were up 26% and 23% respectively; Southern California sales were up 30% and 29% respectively, while the Twelfth Federal Reserve District sales were up 29% and 26% respectively. Apparel store sales during the same period were only slightly above last year, with 109 stores in the Twelfth Federal Reserve District reporting an average increase of only 2%.

• World Trade

World trade through the San Francisco-Oakland Customs District for the first eight months of 1946 was above the corresponding period last year both in value and quantity. Exports were up 28.2% in value and 110.7% in quantity and imports up 56.3% in value and 23% in quantity. The San Francisco-Oakland Customs District exports and imports led the other four customs districts on the Pacific Coast by a wide margin and accounted for 38% of the exports and 45% of the imports of the entire Coast.

• Transportation

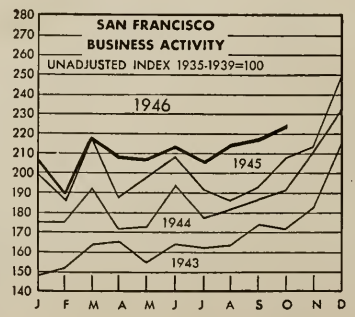
The October San Francisco Airport traffic was less than the three preceding months but above a year ago, with the number of scheduled planes up 41.4% with an average of 157 daily. Number of passengers on and off were up 80% and averaged 2,630 daily; number of express shipments by rail were off 8.6% but by air were up 26.2%. October freight car movements exceeded September by 11.8% but were 22.6% below a year ago. Receipts of dairy and poultry products in San Francisco in October were above September and also above October last year. Receipts of fruits, vegetables and livestock were also above September but under October a year ago.

• Manufacturing

Employment and payrolls of production workers in the manufacturing industries in the San Francisco Bay Area during October were well above last October levels in all industries except shipbuilding and tobacco, but tobacco was above in payrolls. Although total employment was off 5.0% compared to a year ago, payrolls were up 4.4%. Average weekly earnings in the manufacturing industries during October amounted to $53.31 compared to $50.53 in September and $48.40 in October last year. Average hourly earnings rose to $1.334 from $1.322 in September and $1.203 last October. Average hours worked per week amounted to 40 in October compared to 38.2 in September and 40.2 in October a year ago.

In the non-manufacturing industries in October payrolls in the wholesale trade were up 24.8% over last October and retail trade 34.3% and in the hotel industry 15.6%.

October industrial expansions reported by the Industrial Department for San Francisco included 19 projects with outlays of $1,004,000, with the Bay Area accounting for 70 projects with outlay of $5,055,000, bringing the 10 months' cumulative for the Bay Area to 871 projects with outlays of $103,225,590.



• Building

San Francisco October building permits value was up 42% above last October. The residential classification was up 87.3% and provided 260 dwelling units. Of these, 167 were of the single family type. Dwelling units provided for by the permits issued during the 10 months totaled 2,700 with 1,893 single family types, compared to 1,680 and 923 respectively for the same period last year.

• Employment

The San Francisco labor market during October became more active than at any time since April, with the San Francisco office of the U. S. Employment Service reporting a contact load of 47,000 persons; however, new applications for employment in October declined to 5,435 from 5,772 in September. While there has been a constant flow of new workers into this area, there was, however, some out-migration, particularly for off continent employment. Most of these are skilled craftsmen who, though newly arrived in this area, have chosen to leave, not because of limited employment opportunities but because they were unable to find adequate housing.

Placements reported during the month were classified as follows: Total, 4,694, of which professional 125; clerical 1,663; service 690; skilled 173; semi-skilled 441; and unskilled 1,602. At the end of October the office reported a total of 4,261 unfilled openings in San Francisco. Of these, 488 were professional, 2,931 clerical, 235 service, 312 skilled, 173 semi-skilled and 122 unskilled. Unemployment claims filed as of week ending November 14 totaled 16,398, of which 7,150 were compensable. Of those, 5,810 were industrial and 1,340 commercial.

October Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY	OCTOBER 1946	OCTOBER 1945	PER CENT CHANGE	1946 10 MONTHS	1945 10 MONTHS	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY						
S. F. C. of C. Index 1935-39 Avg. = 100	223.8	209.7	6.7	210.2	198.2	6.1
CONSTRUCTION PERMITS						
Total (number)	690	593	16.4	6,995	4,483	56.0
(value)	2,627,638	1,844,942	42.4	35,675,308	12,652,852	182.0
Residential, New (number)	206	175	17.7	1,970	1,304	51.1
(value)	1,811,850	967,400	87.3	13,793,894	6,997,325	97.1
Dwelling Units (number)	260	200	30.0	2,700	1,680	60.7
Single-Family Dwellings, New (number)	167	149	12.1	1,893	923	105.1
(value)	1,244,250	722,350	72.3	11,177,814	4,121,775	171.2
Non-Residential, New (number)	12	17	−29.4	254	105	141.9
(value)	80,593	344,750	−76.6	9,953,719	2,198,825	352.7
Additions, Alterations and Repairs (number)	472	410	15.1	4,377	2,251	94.4
(value)	735,195	532,792	38.0	9,839,485	3,229,033	204.7
REAL ESTATE						
Sales (number)	(d)	1,505		15,353(g)	13,148	
(value)	(d)	14,253,748		190,848,789(g)	140,285,798	
Mortgages and Deeds of Trust (number)	(d)	1,373		13,189(g)		
(amount)	(d)	8,770,515		131,041,297(g)		
RETAIL DEPARTMENT STORE SALES						
San Francisco (index)	257	215	19.5	232	193	20.2
FINANCE						
Bank Debits ($000)	2,044,131	1,884,828	8.5	18,966,962	17,383,887	9.1
Bank Clearings ($000)	1,675,413	1,419,354	18.0	14,911,527	12,859,397	16.0
Postal Receipts ($)	1,541,476	2,769,726	−44.3	18,174,583	42,015,756	−56.7
San Francisco Stock Exchange (no. shares traded)	1,086,363	1,140,302	−4.7	13,037,713	7,160,468	82.1
(market value)	15,274,915	20,025,957	−23.7	201,217,337	143,660,258	40.1
COMMERCIAL FAILURES (number)	3	1	200.0	25	8	212.5
Liabilities ($)	70,082	24,122	90.5	999,338	183,576	444.4
Assets ($)	8,348	5,586	49.4	346,620	19,421	1684.7
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)						
Employment (index)	153.9	162.0	−5.0	132.7	229.0	−42.1
Payrolls (index)	262.2	251.1	4.4	218.1	429.1	−49.2
NON-MFG. INDUSTRIES (5 Co.'s) (a)						
Laundering, Cleaning, Dyeing (payroll)	169.2	173.0	−2.2	169.4	167.1	1.0
Wholesale Trade (payroll)	184.6	147.9	24.8	171.7	151.1	13.6
Retail Trade (payroll)	194.8	145.0	34.3	171.9	139.2	23.5
Hotels (payroll)	251.4	217.5	15.6	232.8	203.5	14.4
PLACEMENTS IN S. F.—U. S. E. S.	5,524	6,312	−12.5	43,851	99,826	−56.1
Industrial Placements (number)	4,330	5,058	−14.4	33,859	87,590	−61.3
Commercial Placements (number)	1,194	1,254	−4.8	9,992	12,236	−18.3
TRANSPORTATION						
Freight Car Movements (number)	23,092	29,816	−22.6	226,980	304,906	−25.6
San Francisco Airport Traffic (no. planes)	4,716	3,336	41.4	44,559	27,249	63.5
(no. passengers)	79,036	43,934	80.0	706,847	364,685	93.8
Express Shipments—Rail (number)	387,597	423,845	−8.6	3,791,728	3,454,746	9.8
Air (number)	17,924	14,202	26.2	170,509	108,322	57.4
Air Mail Loaded (pounds)	401,049	1,617,328	−75.2	5,295,383	17,717,631	−70.1
WORLD TRADE						
Vessel Arrivals with Cargo (number)	143	282	−49.3	2,395	2,989	−19.9
(net registered tons)	687,743	1,213,210	−43.3	10,600,622	12,687,643	−16.4
Vessel Departures with Cargo (number)	120	314	−61.8	2,334	3,004	−22.3
(net registered tons)	586,611	1,280,614	−54.2	10,220,646	12,787,252	−20.1
Exports—Value (millions of dollars)	21.0(e)	17.9(f)	17.3	210.0(g)	163.8(h)	28.2
Quantity (millions of pounds)	330.2(e)	164.9(f)	100.2	3,560.2(g)	1,690.0(h)	110.7
Imports—Value (millions of dollars)	11.2(e)	4.9(f)	128.6	59.7(g)	38.2(h)	56.3
Quantity (millions of pounds)	162.3(e)	89.6(f)	81.1	673.4(g)	534.4(h)	26.0
UTILITIES AND NEW DEVELOPMENTS						
Electric Energy Sales Index (k.w.hrs.)	181	172	5.2	183	184	−0.5
Industrial and Commercial Gas Sales (cu.ft.)	1,049,054,300	999,952,000	4.9	10,729,222,500	10,840,253,900	−1.0
Water Consumers (net gain)	241	174	38.5	2,161	1,910	13.1
Tourist and Settler Inquiries (number)	265	138	92.0	3,354	1,245	179.4
DAIRY RECEIPTS, FRUITS AND VEGETABLES						
Butter (pounds)	2,151,633	1,945,726	110.6	17,357,093	41,884,948	−58.6
Cheese (pounds)	1,900,350	1,482,459	28.2	14,179,228	13,810,912	2.7
Eggs (cases)	91,207	83,998	8.6	954,469	1,274,275	−25.1
Poultry, Dressed (pounds)	4,330,097	3,940,472	9.9	20,340,347	18,857,796	7.9
Fruits and Vegetables (carlots)	2,103	2,278	−7.7	20,203	19,429	4.0
LIVESTOCK SLAUGHTER (b) (total number)	196,048	208,689	−6.1	1,983,081	2,003,115	−1.1
Cattle (number)	47,967	51,636	−7.1	415,387	430,610	−3.5
Calves (number)	14,278	16,949	−15.8	109,688	126,966	−13.6
Sheep and Lambs (number)	108,461	116,694	−7.1	1,069,437	1,157,071	−7.6
Hogs (number)	25,342	23,410	8.3	388,569	288,468	34.7
S. F. LIVING COSTS 1935-39 Avg. = 100						
Food (index)	191.5	147.9	29.5	163.1	147.3	10.7
Clothing (index)	160.5	143.6	11.5	152.0	142.6	6.6
Rent (index)	(106.7)	106.4	0.3	106.5	106.3	0.2
Fuel, Electricity, and Ice (c) (index)	82.3	92.9	−11.4	86.4	92.7	−6.8
Gas and Electricity (index)	72.7					
Other Fuel and Ice (index)	115.2					
House Furnishing Goods (index)	136.3	131.5	3.7	132.0	132.0	0
Miscellaneous (index)	142.5	133.1	7.1	137.2	132.5	3.5
All Items (index)	153.0	132.9	15.1	140.4	132.3	6.1

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enfrecement, State of California.
(b) Federal Inspection—San Francisco District.
(c) Gas costs have declined since 1925 and electricity costs since 1921.
(d) Not available for Survey.
(e) August 1946 latest available.
(f) August 1945.
(g) 8 months cumulative 1946.
(h) 8 months cumulative 1945.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this Survey compiled by the Research Department, San Francisco Chamber of Commerce.

EASTMAN—*Continued*

His talents in this field became apparent early in his career when he became assistant to the president of the New England Furniture and Carpet Company and later advertising director of the firm and a member of the board of directors.

• **From New England,** he moved West, becoming national sales and advertising manager for Kings Food Products Company of Portland, Oregon.

In 1924, Eastman joined N. W. Ayer & Son in Philadelphia as an advertising representative and one year later came to San Francisco. As an executive and officer of this firm, Eastman has accumulated wide experience in sales, distribution, merchandising and advertising.

Since Eastman has been in San Francisco, he has gained the reputation as one of the city's most civic minded citizens. As a writer and lecturer on sales and advertising subjects, he has appeared as a speaker on radio programs and before conventions and university classes.

• **His tremendous interest** and enthusiasm led him to take an active part in Chamber of Commerce affairs. In addition to being elected first vice-president of the Chamber for 1946, Eastman has served as chairman of the Chamber's important Domestic Trade Committee.

In the latter part of 1945, when San Francisco decided to make its first bid for the permanent headquarters of the United Nations, Eastman was selected to head the "task force" of writers, artists and photographers who developed the city presentation carried to London by Mayor Roger Lapham and Chamber Director Walter Haas.

When the complaints from Westchester County were first voiced, and it appeared that the site question might be reopened, Carl Eastman again stepped into the breach and a new "task force" developed, organized and presented San Francisco's second invitation to the United Nations site committee.

In addition to his Chamber activities, Eastman has also served on the Victory Advertising Committee of the San Francisco Advertising Club; as chairman of the advertising committees of the Red Cross Blood Donor Center, Community Chest and War Chest, as a member of the Public Relations Committees of the YMCA and the American Red Cross.

He is a former director of the San Francisco-Advertising Club and former secretary-treasurer of the Pacific Advertising Association. He has also been identified with the activities of the San Francisco Musical Association and was active in the promotion of the Golden Gate International Exposition.

Intense interest in community matters is a vital part of Carl Eastman's way of life. His activities in this direction are restricted by only one rule—"Never accept a job unless you can devote all the time necessary for the successful completion of it."

OFFICERS—*Continued*

whole must cooperate with other communities on which it depends. The greatness of San Francisco derives from the greatness of the Pacific Basin generally, from its position in the world, from the richness of the Western Empire, and from the progress of the manufacturing, agricultural and metropolitan areas which surround San Francisco.

"Just as these facts are self evident, it is also obvious that the success of the San Francisco Chamber of Commerce depends on the wholehearted support of the citizens of the community.

"With the backing of citizens and business men, the Chamber can continue to be an effective force in the development and expansion of San Francisco and all of Northern California. I pledge that I will spare no effort toward the achievement of this goal. Supported by the able staff of the Chamber and the people of San Francisco, we will move forward."

S. F. Bay Area Imports, Exports Lead West Coast in August

Imports and exports at the San Francisco-Oakland Customs District led the entire Pacific Coast during August, 1946, it was revealed today by the San Francisco Chamber of Commerce.

• **The report,** issued by the Chamber's World Trade Department, is based on figures released by the Bureau of the Census of the Department of Commerce.

While exports through the Pacific Coast area decreased 12 per cent in value from $62 million to $55 million, the San Francisco Oakland Customs District continued to lead the coast with a total of $20,960,000, accounting for 38 per cent and 27 per cent respectively, of the total export value and shipping weight for this area.

Value of exports at other Pacific Coast customs districts was: Los Angeles, $11,329,000; Oregon, $10,298,000; Washington, $9,728,000; and San Diego, $2,221,000.

Reflecting increased industrial activity, Bay Area imports rose 38 per cent in value during August to a total of $11,163,000, accounting for almost the entire increase in the value and shipping weight of imports into the Pacific Coast. Total Pacific Coast imports rose 19 per cent in value from $21 million to $25 million, in contrast to declining imports from July to August in other areas.

Value of imports at other Pacific Coast customs districts were: Washington, $5,748,000; Los Angeles, $5,731,000; Oregon, $1,345,000; and San Diego, $1,167,000.

Senate Public Lands Group Holds Hearing Here

Proposed legislation to relieve financial problems of various western counties because of the large holdings of land by the Federal Government was the subject of a hearing in San Francisco on December 3.

• **A U. S. Senate Subcommittee** on Public Lands, of which Senator A. Murdock of Utah is chairman, held its hearing in the Board of Supervisors chambers at the City Hall. In addition to Senator Murdock, Senator Guy Cordon of Oregon and Senator Glen H. Taylor of Idaho were present at the hearing. Congressman Clair Engle of Red Bluff also indicated interest in the matter.

Senators Murdock and Cordon have introduced bills in Congress to provide relief for various political subdivisions because of financial problems by which they are confronted due to the large areas witbin the various sub-divisions owned by the Federal Government and on which taxes are not paid.

Among organizations which sent representatives to the hearing are the National Association of County Officials, the Interstate Association of Public Lands Counties, and the County Supervisors Association of California.

Cof C Goodwill Group to Make Inaugural Flight to Eureka

Inauguration of United Air Lines service to Eureka, California, on Monday, December 9, will be the occasion for a "good neighbor" trip to Eureka by directors and members of the San Francisco Chamber of Commerce.

• **Chamber representatives** on the inaugural flight will include: Frank K. Runyan, president, Western Merchandise Mart, Chamber director, and member of the Domestic Trade Committee; Ronald E. Kaehler, president, San Francisco Stock Exchange, and member of the Chamber's Aviation and Domestic Trade Committees; and Carroll Snyker, manager, Chamber's Domestic Trade Department.

Accompanying the Chamber group will be Ralph A. Brown, managing director, Retail Furniture Association of California.

At an inaugural dinner given that evening by United Air Lines, an honorary membership in the San Francisco Chamber of Commerce will be presented to the Eureka Chamber of Commerce.

One northbound and one southbound trip will be scheduled daily between San Francisco and Portland via Eureka on this new service.

MacDonald Participating in Western Aviation Plans

Kenneth R. MacDonald, manager, Aviation Department, San Francisco Chamber of Commerce, leaves for Seattle tomorrow to attend a meeting of the Board of Directors of the Western Aviation Conference.

• **MacDonald** will participate in the formulation of plans for the 1947 Western Aviation Conference.

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Bay Region Business

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• HOUSING

According to the Civilian Production Administration, manufacturers are facing a changing market pattern through the East-to-West shift in non-farm housing construction throughout the United States.

With California and Texas leading the trend to Western home building, a study based on building permits issued during the first nine months of 1946 shows that the following regions of the country are building a bigger share of the Nation's houses than they did during the same period of 1941:

Pacific States
Mountain States
West South Central States
West North Central States

In New England, Middle Atlantic, East North Central, and South Atlantic States fewer housing units are being built than were built during the year of Pearl Harbor.

The CPA points out that transplanted industries and the attendant population shifts only partly explain the difference between the 1941 and 1946 housing pictures, but distributors will have to recognize developing market areas and some shrinking markets in other areas.

• PREFERENTIAL PURCHASING

The Civilian Production Administration has announced that under provisions of an amended Direction 13 to the steel order, M-21, the certification plan under which foundries currently receive preference in purchasing pig iron to be used for housing products and for railroad brakeshoes has been extended through the first quarter of 1947.

Under this plan, foundries which have orders for railroad brakeshoes or for any of the housing products listed in the Direction may obtain preference by certifying to this effect in applying to their suppliers for pig iron to be shipped in the first three months of 1947.

The amended Direction also authorizes a change in the sizes of the various housing products, such as bathtubs, which are entitled to this certification assistance to conform to the same sizes of housing products which are entitled to receive priorities assistance in obtaining steel. The latter group is listed in Schedule A of Direction 18 to Priorities Regulation 28.

"UN Success More Important Than Site Location"--Wilbur

Following the active campaign waged by the San Francisco Chamber of Commerce for the selection of San Francisco as the permanent headquarters of the United Nations, Chamber President Brayton Wilbur released the following statement:

• **"All of us** in the San Francisco Bay Area have, naturally, followed with the closest interest debates of the United Nations upon location of its permanent headquarters. The City's and Chamber's official representatives are now in New York to offer the welcome of our people and to give any possible help or information that may be desired. These official matters are properly in the hands of our official representatives, who have the wholehearted support of all of us.

"Meanwhile, in the light of such current developments as the Russian objection to location in San Francisco and the changes of position by the U. S. Delegation it may not be inappropriate for me, as the San Francisco Chamber of Commerce President, to put in clearest terms the feeling of our people that the supreme concern of the world today is the successful functioning of the United Nations, whose charter was created in our city. As the spiritual birthplace of the United Nations, San Francisco is anxious only that the spirit of friendly unity prevail in the councils of the United Nations.

• **"In line with this,** it should be made clear that our citizens in this area will support any choice that may be made by UN for its permanent headquarters. While San Francisco would feel honored if chosen and has extended the fullest possible welcome, the people of this area hold the unity and success of the United Nations to be so sacred that it is the only factor in our minds which merits consideration.

"We feel sincerely that this city has the best environment to offer which would favor the aims of UN. While we will support any choice that is made, our hands are still extended in welcome and our hearts are with the United Nations."

Concentration of Christmas Shopping Urged by Traffic Group

Concentration of Christmas shopping between the hours of 10 a.m. and 3 p.m. was urged today by Edward L. Turkington, chairman of the Traffic and Highway Committee of the San Francisco Chamber of Commerce.

• **Turkington** pointed out that this shopping concentration plan was part of the Chamber's overall traffic improvement program.

Commenting on the plan, he said: "It is obvious to every San Franciscan that something must be done to alleviate the tremendous traffic jams caused by many shoppers going to and from downtown during the rush hours. It is an unfair and unnecessary hardship on the people of San Francisco who work downtown for non-working housewives to further complicate the present traffic and shopping situation."

The Chamber's plan was commended by Karl Stull, managing director of the Retail Dry Goods Association of San Francisco. Stull sent a memo to all Association stores urging their support in a continuing campaign to encourage shoppers to visit the stores between 10 a.m. and 3 p.m.

"Not only would this plan aid the people who work in the downtown areas, but it would aid every citizen who comes downtown to shop by speeding the flow of traffic to and from downtown," Stull said.

Aviation Conference Plans Completed

Kenneth R. MacDonald, manager, Aviation Department, San Francisco Chamber of Commerce, was elected secretary of the 1947 Western Aviation Conference at a meeting of the Board in Seattle last week.

• **1947 chairman** of the conference of aviation interests in the 11 Western States is A. L. Baxter of the Central Aircraft Company, Yakima. Weldon E. Vance, manager, Industrial Department, Berkeley Chamber of Commerce, was selected vice chairman; and Walter P. Fulkerson, manager of the Sky Harbor Airport, Phoenix, was named treasurer.

Foreign Mail Via S. F. Requires New Facilities

Due to the huge increase in outbound foreign mail and parcel post moving through San Francisco, the United States Post Office Department has re-leased the former "Ferry Post Office" building on the Embarcadero, according to an announcement by the San Francisco Chamber's Industrial Department.

• **The building,** which contains 145,000 square feet of space on four floors, was vacated by the Post Office Department prior to the war during which time it was occupied by the Navy Department. Now that the building is no longer required by the Navy, the property will be used to facilitate outbound mail and parcel post.

The new lease for a period of ten years was negotiated by Harrigan Weidenmuller Company.

Good Western Market for English Goods, Says Article

Possibilities for the sale of British products in the Western market are excellent and are likely to continue for some years to come, according to an article appearing in a recent issue of the London *Board of Trade Journal.*

• **Written by the British Consul General** at San Francisco, the article cites new populations in the West, bringing new markets, new facilities and an enormous back log of pent-up demand, as supplying promising prospects for trade with the United Kingdom.

"The eleven Western states comprise, broadly speaking, the most rapidly growing regional economic unit of the United States of America," the article states, "and the three Pacific Coast states—Washington, Oregon and California—might well be considered as a separate territory.

"The effective buying income of the three Western states in 1944 amounted to 12 per cent of the nation's total, and the per capita income of $1,625 was 39 per cent above the national average. San Francisco, Seattle and Portland exceeded the West Coast average and were among the highest in the nation, an indication of the high buying power of the Western public."

• **The article** urges British exporters interested in the Western market to visit it periodically and consider seriously the appointment of separate agents for this area.

"This recognition of the growing importance of the Western market confirms efforts of the World Trade Department of the San Francisco Chamber of Commerce to influence exporters and manufacturers of the European countries to serve the Western market directly rather than through New York.

S. F. Man Receives Real Estate Post

Willard L. Johnson, first vice president of the San Francisco Real Estate Board, was elected regional vice president of the Brokers Institute of the National Association of Real Estate Boards at its recent convention at Atlantic City, New Jersey.

• **This region** includes California, Nevada and Hawaii.

S. F. Chamber Executive Elected Secretary-Treasurer CANCCOCE

Carroll Snyker, manager, Domestic Trade Department, San Francisco Chamber of Commerce, has been elected secretary-treasurer of Central and Northern California Chamber of Commerce Executives for 1947.

CARROLL SNYKER

• **Elected president** was Norman H. Holt, secretary-manager, Hanford Chamber of Commerce. Vice-President is Nathan S. Coombs, secretary-manager, Napa Chamber of Commerce.

New directors elected were: Philip S. Breck, Jr., secretary-manager, Santa Cruz Chamber of Commerce; Whitney Allyn, secretary-manager, Eureka Chamber of Commerce; Carl Weidner, secretary-manager, Merced City Chamber of Commerce; and Mrs. Gertrude Jessup, secretary-manager, Woodland Chamber of Commerce.

The organization is composed of managers of 60 chambers of commerce located in this state from Bakersfield to the Oregon line. Monthly meetings held in San Francisco provide programs directed toward exchange of activity techniques for the benefit of all members.

Employment Subject Of Youth Council Panel

G. L. Fox, manager, Industrial Department, San Francisco Chamber of Commerce, served on a panel of four experts on the subject of employment at a meeting of the San Francisco Young Adult Council on Wednesday, December 11.

• **"Jobs and Youth in San Francisco"** was the subject of the panel.

Slick Airways Receives Aviation Magazine Maintenance Award

Slick Airways, Inc., largest transcontinental air freight line in the nation, has won *Aviation-Air Transport Magazine's* maintenance award, given this year for the first time in the contract air cargo field, it was revealed recently by Larry H. Avila, Slick's Northern California Division manager.

• **Slick Airways,** which started operations last March with 67,247 revenue ton-miles hauled, has flown more than 9,000,000 ton-miles of airfreight without a major mishap, according to Avila.

Area Aviation Group Sponsoring "Kitty Hawk Day" Dinner Here

Commemorating the birth of aviation, the San Francisco Bay Area Chapter of the National Aeronautic Association will sponsor a special "Kitty Hawk Day" dinner on December 17, at Villa Chartier near San Mateo, it was announced today through the San Francisco Chamber of Commerce.

• **As the date** for national commemoration of the birth of aviation, December 17 also marks the first successful flight made by the Wright Brothers in 1903.

Some of the Bay Area groups which will join with the National Aeronautic Association in observance of "Kitty Hawk Day" are the Bay Area Aviation Committee, Civil Air Patrol, Aircraft Owners and Pilots Association and the Aviation Committee of the San Francisco Chamber of Commerce.

Aviation enthusiasts interested in attending this dinner may make reservations through the Chamber's Aviation Department, 333 Pine Street, EXbrook 4511. Reservations are available at $3.50 each.

Daily Air Service to Visalia Inaugurated by United Air Lines

Full airline service to Visalia, California, was inaugurated Monday, December 9, by United Air Lines.

• **An inaugural ceremony** was held at the city's airport immediately preceding arrival of the first United Air Lines Mainliner.

• **Participating** in the inaugural flight was Harold B. Mills, manager, Public Affairs Department, San Francisco Chamber of Commerce.

He presented an honorary membership in the San Francisco Chamber of Commerce to the Visalia Chamber of Commerce at an inaugural dinner sponsored by United that evening.

United is scheduling one northbound and one southbound flight daily which will carry passengers, air mail, air express and cargo.

Area's Industrial Development Cited by Fox at State Meeting

There is every indication that the high rate of industrial development in the San Francisco Bay Area will continue for some time to come, subject to clarification of the nation-wide labor situation, according to G. L. Fox, manager, Industrial Department, San Francisco Chamber of Commerce.

• **Speaking** at an Industrial Section meeting of the 19th annual California State Chamber of Commerce conference, Fox said that during the 14 months beginning with the end of World War II in August, 1945, and ending in October, 1946, 1,480 industrial development projects were reported for 48 Northern California counties, representing outlays exceeding $184,663,000.

Out of the total, Fox said, 626 projects, representing $88,529,000, represent expansions, and 854 projects, involving $97,134,000, are new plants.

"During the 14-month period, these 48 counties attracted 854 new plants, over 15 per cent of the number they had in 1939, and 626 plants were expanded," Fox continued. "Likewise, new plants located in the 12 Bay Area counties during the same period numbered 673, or 15 per cent of the number they had in 1939."

• **About 85 per cent** of northern California's industrial development has taken place in the 12 Bay Area counties, according to Fox. The most amazing industrial strides are being made in Alameda, Contra Costa, San Mateo, Santa Clara and San Francisco counties, he said, in addition to the major outlays in dollars.

Fox called attention to the fact that during the two years an aggregate of only 30 projects was reported in the textile field, an industry "where our opportunities are undoubtedly the greatest because of the immediate availability of raw materials and our proximity to one of the richest markets for apparel in the world."

CHAMBER VISITS WEST PORTAL

Members of the San Francisco Chamber of Commerce staff and West Portal and Lakeside Merchants Association assembled at luncheon recently to discuss traffic and other district problems. Picture above is part of the large audience in attendance at the luncheon event which climaxed the 1946 series of Chamber meetings.

S. F. Named Headquarters for Aviation Consulting Organization

San Francisco has been selected as the headquarters for a new Western aviation consulting organization.

• **Head of the new firm** will be Vernon A. Dorrell, former vice president of Mid-Continent Airlines, and associate with Thomas Fortune Ryan 3rd in Ryan Aviation Associates.

• **Under his own name Dorrell now takes over the former activities of Ryan Aviation Associates and is expanding its scope to include consulting brokerage, and other phases of the aviation industry.**

Associated with Dorrell will be John Springer. Offices of the new organization will be at 68 Post Street, San Francisco.

McKee to Visit S. F. for Consultations

Frank McKee, manager of the Washington Office of the San Francisco Chamber of Commerce, arrives in San Francisco December 16 for a two weeks' visit.

• **While here** McKee will be available for consultation with Chamber department heads and members and other groups in the Bay Area on their Washington problems.

U. S. Chamber Slates Marketing Conference for March

The next National Marketing Conference sponsored by the Domestic Distribution Department of the United States Chamber of Commerce will be held March 10 and 11, at the Hotel Stevens, Chicago, it has been announced.

• **Purposes of the conference** are to present fundamental facts about distribution and their relation to the job that must be done in expanding markets for goods and services; to reemphasize the need for objective measurement of the effectiveness of the American distribution system; and to promote a fuller understanding of the importance of effective distribution.

Some of the subjects to be covered are: Applying Engineering Principles to Distribution; Consumer Credit; Distributor-Manufacturer Relations; The Industrial Purchasing Agent and Distribution; Public Relations and the Distributor; and Small Store Problems.

An invitation to attend this conference is extended to all retailers, wholesalers, service trades, and manufacturers, as well as advertising, sales and personnel executives.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin," issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 18. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

VISITORS

6149 PHILIPPINES—Miss Annette Nielson, of Caravan Inc., 96 Isaac Peral, Manila, is now in San Francisco. Has established a local office for the firm at 421 Flood Bldg. Products offered: Tung oil, tea seed oil, cassia oil, aniseed oil, cassia bark, saigon or Chinese, star aniseed, gallnuts, wolfram ore, dried rhubarb, hog bristles, duck feathers, hides, musk in pods.

6150 PHILIPPINES—Mr. G. E. Alabastro, Philippine Hardware & General Merchandise Association, 364 Quezon Blvd., Manila, is at present in San Francisco. Interested in obtaining connections with U. S. firms desiring Philippine embroidered goods such as handkerchiefs, clothing, etc. His firm desires especially contact with companies able to send them the material with designs and specifications, his people to embroider and finish articles, as ordered. They rendered this same type of service prior to the war. Mr. Alabastro can be reached locally at 220 Golden Gate Ave., phone: TU-0460.

6151 MEXICO—Eng. J. Suarez, Director, Materiales Modernos, No. 104 Edificio Lutecia, Guadalajara, Jal., was a recent visitor. Interested in partition walls, tiles, bricks, tubing and piping, also machinery and spare parts related to the manufacturing of these products.

EXPORT

6152 ADEN, SAUDI ARABIA—Chaadrakant T. Darbari, Section A, Street No. 1, is interested in importing cotton, rayon dress goods, hosiery, biscuits, watches, thermo bottles, etc.

6153 ARGENTINA—Castellano, Gonzalez y Cia., Viamonte 2315, Buenos Aires, interested in importing: auto spare parts, hardware, tools, gasoline station tools, machinery in general, radios and radio spare parts.

6161 MEXICO—Luis Fernandez del Campo, Armenta y Lopez Num. 3, Oaxaca, Oax., interested in importing: hardware, pipes, sheets, tubing, glassware, crockery, trucks and jeeps (new or used).

6162 MEXICO—Cia. Salinera de Yavaros, S.A., Aptdo. 31, Navojoa, Sonora, interested in buying a salt refining machine.

6163 MEXICO—Heriberto Parra, aptdo. 36, Tepic, Nay., interested in importing domestic and agricultural water pumps, all kinds.

6164 MEXICO—Salvador G. Govea, Oficina Juridico Administrativa, Aptdo. 92, Colima, Col., interested in buying "Caterpillar" tractor, heavy type, for felling trees on steep hills.

6165 MEXICO—La Nueva Favorita, Edificio Ruiz, Mazatlan, Sin., interested in buying old or new merry-go-rounds.

6166 MEXICO—Juan Cederborg, Av. Juarez 4308 Chihuahua, Chih., wants to import cinnamon "Ceylan" No. 1 and No. 2.

6167 PHILIPPINES—City Office Equipment, 248 Espana, Manila, wants to buy all types of office furniture and equipment, used or new, especially filing cabinets, typewriters, etc.

IMPORT

6173 ITALY—Sovay, Corso G. Gerraris 106, Torino, interested in exporting; general merchandise such as textiles, woolens, bicycles, herbs, seeds, accordions, skins, umbrellas, furniture, marbles, wines, embroideries, books, gloves, etc.

6174 MEXICO—Ramiro Gomez Bernal, Guatemala 58, desp. 216, Mexico City, wishes to export alligator leather and embossed leather articles.

6175 MEXICO—Almacenes Salas Hnos., aptdo. postal 102, Mexicali, Baja Cfa., offers 1200 cases, ensenada-packed, abalone.

6176 MEXICO—Roberto de la Garza, Matamoros 504 Ote., Monterrey, N. L., interested in selling coal used in industries; analysis of coal on file here with World Trade Dept.

6177 MEXICO—La Comercial Azteca, Aptdo. postal 8902, Mexico City, is interested in exporting garlic.

6178 URUGUAY—Julio Bayce, Puyol 1646, Montevideo, interested in exporting a Latin-American magazine and review, dealing in current events and classical and scientific matters.

EXPORT-IMPORT

6188 DENMARK—Simplex, Vestergade 3, Copenhagen F., is interested in contacting firms exporting and importing different branches of textiles and all kinds of washing machines.

6189 INDIA—Jesaram Jaikrishan, P.O. Box 674, Karachi, interested in importing: hardware, iron, steel, metal, hurricane lanterns, naphthalene balls, old newspapers, building material, all kinds. Interested in exporting: gunny bags, ivory articles, handicraft, jute and Hessian cloth and merchandise in general. Would consider representations of some firms.

6190 INDIA—Samsol Products Corporation, 804-B, Kingsway, Dadar, Bombay, are interested in importing merchandise in general, but especially useful products, suitable for the Indian market, such as: all kinds of foodstuffs, either canned, dried or salted; chemicals, patented medicines and pharmaceuticals; textiles, including textile machinery with spare parts; rubber goods, fertilizers, starches, leather goods, lubricants; bobbins and shuttles for sewing, etc. Interested in exporting native products of India, especially: carpets, coir mats and coir produce; gums, spices, essential oils, minerals, myrobalams, etc. Also interested in representing manufacturers or agents. Represent already three U. S. A. firms.

6191 INDIA—Central Asian Rugs Co., Srinagar, Kashmir, import-export merchandise in general. Principal exports: carpets and all kinds of rugs and all native products of India, such as: skins, precious stones, metals, embroideries, etc.

6192 INDIA—Sewchand Bagri, export-import general merchandise. Principal exports: India piece goods, minerals and coals. Principal imports: foreign piece goods. Would like to contact firms interested in importing tea and spices from them. Would like to hear from firms interested in exporting cotton, wool and silk fabrics.

6193 INDOCHINA—My-Duc & Co., Ltd., 14 rue Jules-Ferry, Hanoi, Tonking, are interested in exporting all local products of Hanoi. Samples will be sent upon request. Wish to import: wool, cotton, silk piece goods. Would represent manufacturer or agent. Need all kinds of machinery.

6194 ITALY—Allori Ardelio, export-import, San Giovanni 6, Firenze, should like to hear from exporters of natural and washed wool, shreds of wool, cotton rags, etc.

6195 ITALY—Italo-American Commercial Co., Piazza San Lorenzo in Lucina, Rome, export Italian products in general. Import anything absorbed by the Italian markets.

6196 ITALY—Attilio Orselli, via Conservatori Mare 9/3, Genova, interested in importing fruits, vegetables, dried or preserved; wax and honey. Imports-exports merchandise in general. Seeks representation of well established firms dealing in the above mentioned products.

6197 POLAND—International Trading Co. "INCO" Ltd., Chmielna 19, Warsaw, general import-export firm and buyers for department stores in general merchandise. Interested in securing representation or agency of reliable firms.

6198 SICILY—Prof. Francis Pontani & Doct. Horace Lo Monte, Casella Postale No. 107, Palermo, are interested in importing and exporting all products from and to Sicily, especially to export typically Sicilian products such as: antiques, nuts, aromatic herbs, citrus fruits, cheeses, embroideries, flower essences, honeys, skins, edible oils, preserves, spices, pumice stone, salt, fish, sumac, chemicals, wines, etc. and to import products which may be utilized or absorbed in Italian markets.

6199 SPAIN—Balearic Islands. J. Pons Bestard is interested in exporting dried fruits, preserves, especially Capers in barrels. Would welcome firm or exporter who could be exclusive distributor or representative here in U. S. A. Prefers correspondence in the Spanish language.

6200 STRAITS SETTLEMENTS—Ban Chin Lum, No. 418 Chulia St., Penang, Malaya, wish to establish export-import relations with firms dealing in engineering materials, building, construction, factory and mining supplies, paints, linseed oils, small tools, general hardware, plastics and miscellaneous products.

6201 SWITZERLAND—Antonio Veronese, Metzgerei Spiess, Schiers, Graubunder, interested in importing, exporting all kinds of meat products.

REPRESENTATIONS—AGENCIES—DISTRIBUTORSHIPS

6210 FRANCE—La Diffusion Commerciale, 12 rue de la Chaussee d'Antin, Paris 9e., seeks firms to represent their following products: all kinds of machines or apparatus used in beauty parlors, articles needed by hairdressers, masseurs, surgeons, orthopedics, pharmacists, electricians, hardware owners, automobile dealers, and spare parts.

6211 HAWAII—John Word Caldwell, P.O. Box 2658, Honolulu 3, is interested in acting as manufacturers' representative for women's and children's wear, men's sports clothes and other consumer goods.

6212 NICARAGUA—Angel F. Moran, aptdo. No. 2-2-6, Managua, is interested in representing a firm dealing in leathers to make shoes, cotton fabrics, rayon piece goods, silk goods, for ladies' dresses.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6528—SERVICE INDUSTRIES, 2103 East Somerset Street, Philadelphia 34, Pennsylvania, seeking a distributorship for their stick-gum, a product intended to improve adherence of gummed tape. Will give exclusive rights in a given territory.

D-6529—FRED VARNEY & COMPANY, 2300 Olive Street, St. Louis 3, Missouri, looking for salesmen to handle their aluminum costumers, plywood folding chairs, plastic smoking stands and allied products.

D-6530—CALVIN J. AUTHEMENT, Houma, Louisiana, seeking a broker to handle their sun dried shrimp.

D-6531—MATCO, INC., 316 Fairview North, Seattle 9, Washington, would like to represent local manufacturers of roofing, insulation, wallboard, plasterboard and nails in the Pacific Northwest.

D-6532—ASSOCIATED METAL INDUSTRIES, 489 Fifth Ave., New York 16, New York, seeking a factory representative to handle their electrical appliances —two-burner electric table stoves, portable electric heaters and portable electric household griddle—on a commission basis.

D-6533—LYNBROOK SALES COMPANY, 280 Broadway, New York 7, New York, interested in representing local manufacturers of stationery, office supplies and equipment in the New York area.

D-6534—L'VENA PRODUCTS, 7810 Meridian Avenue, Seattle, Washington, seeking wholesale distribution for their sun cream. Would call on drug, sporting goods and department stores.

D-6535—MR. ODETTE DE VILLALONGA, 209 El Camino, Beverly Hills, California, is the exclusive agent on the West Coast for a French perfume—Jean D'Hennery—looking for an agent to represent him in this area.

FOREIGN TRADE TIPS— *Continued*

6213 CUBA—Grace Trading Co., P.O. Box 2215, Havana, is seeking a representative or agent to represent and distribute the following commodities: sugar (all types), candies, tobacco (cigars and cigarettes), liquors, all kinds of wood, canned fruits, fish, fruits and vegetables; minerals such as chrome, asphalt, manganese, kaolin, bricks; they also seek representatives for cosmetics, soaps, hair tonics, nail polish, face powders.

6214 CUBA—Pedro Lleo, P.O. Box 1146, Havana, seeks exclusive agency for California exporters of fruits, canned foodstuffs, canned fish, onion, oils.

6215 CUBA—Federico Tell, calle 10, No. 259, Havana, Vedado, seeks agency or representation of American manufacturers, especially in the chemical lines.

6216 PORTUGAL—Representacoes Anglo-Americanas, Lda., Rua Jose Falcao, 133-1o., Porto, would like to represent manufacturers of household electrical appliances, household refrigerators, lampholders for fluorescent lamps.

6217 VENEZUELA—Jesus Ma. Pico, Caracas, and E. Pimentel, also of Caracas, are both desirous of securing exclusive representation or distribution of the following: all kinds of textiles, rayon piece goods, men's felt hats, kitchen enamelware, hardware, canned food stuffs, such as fish, condensed milk and in powder, chemicals and machinery.

6218 COLOMBIA—Industrias Lura, Ltda., Mr. Salvador Abad Escobar, Medellin, seeks a representative or an agent for an automatic liquid dispenser (suitable for bars or cocktail lounges), to be distributed in the U. S. A. They also seek one or more firms who would like to have their products represented in Colombia.

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WASHINGTON NOTES

From Washington Office, San Francisco Chamber of Commerce

• LAND MANAGEMENT

In order to eliminate as far as possible delays incident to the transmittal of matter to Washington for consideration and to give better service to the public through the maintenance of local and regional offices for the handling of land administration problems, Secretary of Interior Krug has consolidated the former Grazing Service and the General Land Office and established the Bureau of Land Management. Under the new policy the field organization of the Bureau has been divided into seven geographical regions—five in the West, one in Alaska, and one in the East.

San Francisco will be Regional headquarters for California and Nevada. Other western headquarters will be at Salt Lake City; Portland, Oregon; Billings, Montana; and Albuquerque, New Mexico.

•SURPLUS METALS

Since the flow of steel mill products to small manufacturers is far below requirements, the Surplus Usable Steel Industry Advisory Committee has made the following recommendations to the War Assets Administration:

1. WAA procedures for disposal of surplus metals to be shortened so that surplus inventories may be made available more rapidly.

2. The Committee requests the Civilian Production Administration to allocate 50 per cent "across the board" of surplus metals for disposal to established steel warehouses to enable the industry to render and supply normal distribution to small manufacturers.

Mr. W. H. Kelley, Chief of the Metals Sales Division of WAA, anticipates that 75 per cent of the present inventories of government-owned surplus steel and non-ferrous products would become available within the next 60 days.

Two Members Added To Area Aviation Group

Election of the Salinas Chamber of Commerce and American Airwomen, Inc. to membership on the Bay Area Aviation Committee was announced today by Edward V. Mills, committee chairman.

• **Both groups** were unanimously elected to membership at a meeting of the Bay Area Aviation Committee in San Francisco last week.

The committee, a volunteer coordinating body dedicated to development of every phase of aviation, represents leading chambers of commerce, civic, military, trade and business groups interested in aviation.

Its sphere of representation extends throughout the 11 Bay Area counties and its membership includes representatives from 23 of the largest chambers of commerce, seven Junior chambers of commerce, seven commercial air carriers, the Army, Navy and Air Forces, the administrative branches of five major Bay Area cities, and seven Bay Area aviation trade associations.

Preparation of S.F. Bay Area Electronics Survey Underway

Preparation of a comprehensive report of the electronics industry in the San Francisco Bay Area is now underway by the Industrial Department, San Francisco Chamber of Commerce.

• **Publication** of the report spearheads a drive by the Chamber to expand the electronics industry in the Bay Area to meet the increasing demands of the western market. The report will be released to both local and national manufacturers.

Factors affecting the location of electronics firms such as markets, power supply and raw material will be covered in great detail by the report.

In addition, the survey will summarize the history of electronics development in the Bay Area, many major devices having been perfected here.

One section of the brochure will provide an index of electronics manufacturers in the region.

The report has been a project of the Department's Electronics Section, of which George C. Tenney is chairman.

Latin-American Newsletter Receives Added Recognition

Favorable reactions to the reestablished Latin-American Newsletter continue to be received from all sections of Central and South America.

• **Writes J. Arquimedes Martija,** manager, Chamber of Commerce of Buenos Aires, "Your initiative has created a great deal of good will here, and it is enhanced through your various articles appearing in the large newspapers here.

"We too shall try to send you all news and items that we deem might be of interest to you people in San Francisco."

HIGH SPOTS

SAN FRANCISCO CHAMBER of COMMERCE CURRENT PROJECTS

December, 1946

• STOCKTON GOODWILL TRIP

Stockton business group visits San Francisco as guests of Chamber in a program to develop greater unity between city and its trading area.

• TRUCKING RESTRICTIONS

Chamber seeking discontinuance of investigation into trucking industry which would restrict truck transportation during current shortage of transportation facilities.

• TRAFFIC

Follow through on Chamber's traffic action program. Public educational program underway.

• ELECTRONICS REPORT

Report on Bay Area electronics industry being prepared for release to local and national manufacturers with view to expansion of industry in area to meet great demands of this market.

• UNITED NATIONS

Chamber continuing to cement friendly relations for San Francisco among United Nations delegates, regardless of headquarters selection.

YOUR CHAMBER WORKS FOR YOU

Merry Christmas

Funston Tunnel Lighting Now Being Improved

Improved visibility for automobile drivers in the Funston Tunnel will result from planned installation of mercury lights to replace sodium vapor lights, it was revealed today by the San Francisco Chamber of Commerce.

● **In a recent letter** to the State Department of Public Works, Harold B. Mills, secretary of the Chamber's Traffic and Highway Committee, had urged a change in the tunnel's lighting to improve its illumination.

Replying to the Chamber's request, H. L. Kile, assistant traffic manager of the State Department of Public Works, stated that as a result of studies that had been made a work order was being issued to provide funds for this work.

"It is anticipated that this change will result in considerable improvement in the tunnel illumination," Kile said.

Copies of Tenney Aviation Article Available at Chamber

Copies of "Putting Your Community on the Airmap," an article written by George Tenney, chairman of the San Francisco Chamber of Commerce Aviation Committee, for the October issue of Aviation Magazine, are now available for distribution.

● **Written** for the use of both large and small cities, the article describes how the San Francisco Chamber coordinated aviation activities for the entire Bay Area by uniting airminded community leaders of nine different counties into one overall aviation program for the advancement of the entire area.

Copies of the article can be secured in the Chamber's Aviation Department.

Wholesalers' Sales and Inventories

Merchant wholesalers' dollar sales for the month of October on the Pacific Coast were up 40 per cent over October, 1945, and 15 per cent above September of this year, it was reported today by the San Francisco Chamber of Commerce.

● **The report,** released by the Chamber's Research Department, was based on a joint survey made by the National Association of Credit Men and the U. S. Bureau of the Census.

Sales for the 10 months' cumulative period on the Pacific Coast were up 25 per cent over the same period last year, the Chamber revealed.

October sales in the nation were up 46 per cent over October, 1945, and 17 per cent above September of this year.

● **October inventories** of Pacific Coast merchant wholesalers, valued at cost, were up 46 per cent over October, 1945, and 9 per cent above September of this year, compared to 48 per cent and 7 per cent respectively for the nation as a whole.

The trend by kinds of business both for sales and inventories is shown in the accompanying tabulation:

PACIFIC COAST WHOLESALERS' SALES AND INVENTORIES, OCTOBER, 1946

KINDS OF BUSINESS	Per Cent Change 10/46 from 10/45 Sales	Invent.	Per Cent Change 10/46 from 9/46 Sales	Invent.	Per Cent Change from 10 mos. 46 10 mos. 45 Sales
Automotive Supplies	23	25	8	2	35
Clothing and Furnishings except Shoes	36	d	−1	d	31
Shoes and other Footwear	48	46	−4	6	30
Drugs and Sundries (liquor excluded)	19	d	23	d	13
Dry Goods	61	d	32	d	33
Electrical Goods	164	117	11	13	53
Fresh Fruits and Vegetables	11	d	−16	d	4
Furniture and House Furnishings	117	d	26	d	36
Groceries and Food, except Farm Products	23	38	15	17	21
Confectionery	−17	d	29	d	34
Meats and Meat Products	21	17	16	8	36
Beer	−13	d	3	d	−8
General Hardware	73	24	14	0	37
Industrial Supplies	48	24	18	0	7
Jewelry	47	64	20	−2	61
Lumber and Building Materials	41	3	16	25	19
Machinery, Equipment and Supplies, except Electrical	18	54	8	6	25
Metals	51	d	8	d	26
Tobacco and its Products	10	d	12	d	18
Leather and Shoe Findings	47	d	17	d	27

d—Insufficient data to show separately.

Railroad Rate Increase Effective January 1; ICC Terms Analyzed

For the benefit of organizations interested in the recent decision of the Interstate Commerce Commission to grant a rate increase to the railroads, Walter A. Rohde, manager, Transportation Department, San Francisco Chamber of Commerce, has made the following analysis of the various phases of the rate increase:

● **"The Interstate Commerce Commission** on December 5, authorized the railroads of the country to generally increase their rates 20%, with certain exceptions, to be effective not earlier than January 1, 1947. Rates on manufacturers and miscellaneous, also less than carload and any quantity rates, between official territory and other territories may be increased 22.5%, which includes such rates between California points and the entire territory east of the Mississippi River and north of the Ohio and Potomac Rivers. Rates for switching, reconsignment and other special services may be increased 25%.

"For various reasons, increases of lesser volume are authorized on certain commodities, including some produced heavily in California. On rice, dried beans and peas and dried vegetables, livestock and live poultry, the increase will be 15%. Citrus and deciduous fruits, fresh vegetables and canned goods will be subject to maximum increase of 13c per 100 pounds. On beet or cane sugar, the maximum will be 10c; and on wool, 20c per 100 pounds. The brief filed jointly by the Oakland and San Francisco Chambers of Commerce in this case, urged the Commission to prescribe maximums on canned goods, rice, beans, fruits, vegetables and sugar, as well as on floor covering and edible nuts, but the Commission did not see fit to do so on the latter two items.

"Minimum charges per shipment are increased to $1.00, and minimum charges per car to $20.00. Minimum line haul rates, where pick up and delivery services are included, are increased to 50c.

"The State counterpart of the application of the railroads was heard by the Public Utilities Commission of California, formerly the Railroad Commission, on December 18. The railroads asked that the same increases be made applicable on intrastate California traffic as those authorized by the I. C. C., except on less than carload traffic where they have already put into effect increases amounting to 18.72%, except on agricultural products and certain other commodities where previous increases amount to 15.36%. The railroads ask that the above be raised to the full 20%, except on such commodities as have been subjected to a lesser increase by the I. C. C."

Standard Oil Reinstates Roof Air Marker Program

Reinstatement of its prewar plant roof airmarker program for aid to airplane pilots has been announced by Standard Oil Company of California.

● **As soon as painting operations will permit,** some 700 bulk plants operated by Standard of California in California, Oregon, Washington, Idaho, Utah, Nevada, Arizona, Alaska and Hawaii will carry new identifying roof signs for the guidance of personal plane fliers.

The recommendation to reinstate the air-directional program as a boon to fliers was made by the Bay Area Aviation Committee.

Proposed Waste Disposal Legislation Opposed; Policy Urged

Disapproval of a preliminary draft of legislation to control pollution of water sources was expressed today by the San Francisco Chamber of Commerce in letters written to Governor Earl Warren and Frank M. Stead, Chief, Division of Environmental Sanitation, State Department of Public Health.

• **At the same time,** the Chamber again requested formulation of State policies and program in regard to waste disposal prior to the drafting of legislation.

Consideration of revisions in the State's waste disposal controls began last June, when the Chamber urged Governor Warren to formulate a program which would coordinate the policies and activities of the various state agencies concerned with waste disposal. The Governor called a conference of representatives of state agencies concerned with waste disposal, and a working committee was set up to formulate policies and procedures. As a result of these meetings, a preliminary draft of legislation to control pollution of water sources was drawn up and distributed to various organizations.

Maintaining that the proposed legislation has thrown interested parties throughout the state into great confusion concerning the problems of waste disposal, the Chamber stressed the necessity of having representatives of the state, general public, industry, mining and agriculture concur in a statement of waste disposal policies and procedures prior to the formulation of any new legislation.

Talon Zippers Shipped on First Radar Flight

A shipment of approximately 750,000 slide fasteners was recently flown from the Erie, Pennsylvania, manufacturing plant of Talon, Inc. to its warehouse in San Francisco on American Airlines' first airborne radar commercial flight, according to an announcement by E. J. Towle, Talon's western regional vice president.

• **Weighing 19,000 pounds,** one of the largest freight shipments ever flown, the zippers were flown by the air cargo flagship to Talon's warehouse in San Francisco for immediate distribution to west coast garment manufacturers.

Although American has been testing and developing radar for nine months, this is the first actual use of radar by any commercial airline. As part of the preparation for radar tests, American has erected radar homing beacon facilities at Rosecran's Field, St. Joseph, Missouri, home of the company's contract air cargo division.

Government Termination of Havana Ship Service Protested

Continued operation by the U. S. Maritime Commission of steamer service from the Pacific Coast to Havana, Cuba, was urged today by the San Francisco Chamber of Commerce.

• **Operated by Panama Pacific Line** prior to the war, this service was resumed as a government operation by the Maritime Commission a year ago, with the Panama Pacific Line as agent.

The recent announcement by the Maritime Commission of termination of service to Havana, means that the last ship will be berthed in a few days, leaving some eight thousand tons of cargo for Havana in the San Francisco area alone without means of shipping.

The Commission has suggested that the Panama Pacific Line or other qualified American operator charter government vessels for such operation. As yet, representatives of these lines have not made commitments for such operation, declaring that the chartering of vessels under the circumstances would involve considerable risk, in that return cargo would not be available.

Through the Chamber's Washington office and members of the California Congressional delegation, the Chamber is urging the Maritime Commission to continue this service until private operation is ready to take over. Discontinuance of this service at this time leaves large quantities of goods which have been sold without means of shipping, the Chamber claims, and trade which has been built up over many years is in danger of being lost.

Proposed Reduction of Nation's Copra Imports Protested

Protest against a proposed reduction in the allocation of Philippine copra to the United States was registered today by the San Francisco Chamber of Commerce, upon recommendation of its Agricultural and World Trade Committees.

• **The proposal** is being made by a sub-Cabinet committee of the Departments of Agriculture, Commerce and State.

Under this proposal, the Chamber claims, the supply of copra allocated to the United States, set at 200,000 tons, would leave this country three quarters of a billion pounds short of our historical imports, and would barely supply 50 per cent of the crushing capacity for the West Coast.

This curtailment would greatly reduce the supply of cocoanut oil which is inadequate to meet all needs at present, it is maintained, and would reduce the already decreased supply of copra cake meal urgently needed for dairy cattle. Already faced with a deficient supply of the protein meals needed to increase their production of dairy products, the cattle and dairy industry of the United States is threatened by a serious situation which would be aggravated by a further reduction in the allocation of this product, it was pointed out.

"We believe that the practical way to meet the exigency of the situation would be to keep the American mills fully supplied with copra, allow the export of a proportionate share of the oil to foreign claimants who are inadequately equipped to crush increasingly large quantities, because of the reported lack of fuel and power," the Chamber's report stated. "Necessary quantities of meal could be exported to them to permit rehabilitation of their cattle herds."

Supporting this recommendation, the Chamber pointed out, is the fact that foreign claimants have access to almost the full supply of the following products from other countries: copra from the Netherlands East Indies and South Sea Islands; palm kernels from East Africa and Netherlands East Indies; peanuts from Ceylon and India; and whale oil and sundry minor oils from various sources.

Crary Named Advertising Committee Chairman of ATA

Appointment of Harold Crary, vice president of traffic and advertising of United Air Lines, as 1947 chairman of the advertising committee of the Air Transport Association of America, has been announced by Emory S. Land, Association president.

• **The Air Transport Association of America** serves as the trade association for all the airlines of the United States.

Its advertising committee, in addition to supervising a substantial advertising program financed by the airlines and the manufacturers, is a policy-making committee for the general over-all sales effort of the airlines.

California and Texas Lead Nation in Home Construction

California and Texas lead the trend to Western home building, according to a Civilian Production Administration study based on building permits issued during the first nine months of 1946.

• **The Pacific states,** Mountain states, West South Central states, and West North Central states are building a bigger share of the nation's houses than they did during the same period in 1941, the report stated.

Of these, the Pacific states built 132,448 dwelling units, or 20.2 per cent of the nation's total, during the first three quarters of 1946. During the first three quarters of 1941, 95,158 dwelling units, or 16.4 per cent of the nation's total, were built in the Pacific states.

Transplanted industries and the attendant population shifts only partly explain the difference between the 1941 and 1946 housing pictures, CPA pointed out, but distributors will have to recognize developing market areas and some shrinking markets in other areas.

FOREIGN TRADE TIPS

Foreign buying and selling opportunities are listed bimonthly in the "International Bulletin," issued by the World Trade Department. Samples of these trading opportunities appear below; for further information call EXbrook 4511, Ext. 18. Also included are notices of the arrivals of foreign visitors in San Francisco or other parts of the United States.

CABLE INQUIRY

6220 HAWAII—E. C. Alba, No. 728 Wiliwili Street, Honolulu, cables as follows: "Our Manila firm interested exclusive U. S. distributor Philippine products quality cigars and edible coconut oil. Terms monthly minimum order cigars: 10,000 boxes, 100 cigars one box. Factories guarantee quality five months inclusive mild taste aroma likeable now selling fast Hawaii. Oil, 5,000 tons minimum order per month. Interested party please cable reply."

VISITORS

6222 ENGLAND—F. S. Skailes, managing director of an old-established English firm: A. Mathews & Skailes, Ltd., 7/9 London Bridge Street, London Bridge, S.E.1, England, visited our offices recently. Interested in securing agency of firms dealing in dairy products, canned goods, fruits and vegetables and canned or dried fruit pulp.

6223 KOREA—Jay U. Cho, president of Cho Nahm Co., 100 Chong Rd., Seoul, Korea, is presently visiting San Francisco. Interested in importing, representing firms dealing in electrical products, glassware, paints and derivatives, hand sewing machines (new or old), including spare parts. All inquiries should be addressed care World Trade Department.

6224 MEXICO—Valerie Kuhn, 7-A de Londres No. 130, Mexico City, will be in San Francisco from December 23 to January 1, inclusive. Interested in importing all kinds of imitation leathers, plumbing fixtures, women's apparel, cosmetics, and drugs. May be contacted during that period through the World Trade Department.

6225 PHILIPPINES—Michael Gould, Fourth Floor, State Building, Manila, was a recent visitor. Represents various American concerns. Interested now in exporting cocoanut oil and native Philippine products. Interested in importing foodstuffs, beverages, cosmetics and pharmaceuticals. Can furnish excellent banking and commercial references.

6226 PHILIPPINES—E. W. Jennings of Midpacific Import Co., Manila, interested in importing foodstuffs, construction material, household appliances, wearing apparel and textiles.

6227 SWITZERLAND—Marianne Moellerich, 2453 Lombard Street, San Francisco, is returning to Switzerland and is interested in representing firms dealing in textiles, nylon stockings, electrical gadgets, for the countries of Switzerland, France, Belgium and The Netherlands.

EXPORTERS

6235 CHINA—Hudsun & Co., Ltd., No. 134 Nan Chang Road, Shanghai, interested in importing pharmaceuticals, industrial chemicals, dyestuffs, machinery, electric appliances, hardware, metals, and other miscellaneous items which you might care to offer.

6239 GREECE—D. Dimitriadis, "Atena" S.A., No. 2 Triti Septemvriu Str., Athens, interested in purchasing substantial lots of penicillin.

IMPORTERS

6265 ARGENTINA—G. Simo e Hijos, calle San Antonio 1037, Buenos Aires, are interested in exporting wool and silk floss (borra de seda) in large quantities.

6268 CHINA (Hong Kong)—Lum Koshing, room 326, third floor, Prince's Building, Des Voeux Road, C., is an exporter and manufacturer of Chinese hand-carved camphorwood chests, bamboo window screens, seagrass mats and mattings, bamboo poles for fishing, skating and fencing. Has many years' experience in these lines.

6271 DENMARK—Klinge & Lindtner, Grundtvigsvej 28, Copenhagen, are wholesale exporters of all kinds of papers and stationery, especially office stationery, school supplies, penholders, pencils, fountain pens, table napkins, postcards, playing cards, etc. Many of the above can be shipped immediately.

6274 ITALY—Stabilimento Spazzole Penneli e Affini, S. A. Castrignano, Cas. Pos. 40, Conegliano Venito, export all types of fine hand brushes. Catalog on file here.

IMPORTERS-EXPORTERS

6289 ARGENTINA—Antonio Lucio, Casilla 2873, Buenos Aires, has for export to wholesalers: All kinds of skins, hides and leathers, sheep's wool, and by-products of the cattle industry, such as hair, horns, bones, casings, etc. Also for sale: Lard, linseed, dairy products, foodstuffs, feedstuff, honey and wax and alcoholic beverages. Interested in importing various kinds of wood and lumber, caustic soda, wires and coils, galvanized iron, etc. Established since 1918.

6297 EGYPT—Jean Rosenfeld, P. O. Box 1623, Alexandria, exports, imports merchandise in general.

6302 IRAN—Iranians Trading Co., Ltd., Serai Ommid, Teheran, exports all native products and imports merchandise in general, especially machinery and manufactured goods. (See long list at our offices).

REPRESENTATIONS—AGENCIES—DISTRIBUTORSHIPS

6307 SOUTH AFRICA—Kays Indent Agencies, 42 Montreal House, 118 President Street, Johannesburg, interested in representing on a commission basis in the Union of South Africa. Especially interested in all kinds of textiles, women's and men's apparel, electrical goods, lumber, paper, tools, hardware, and general merchandise.

6308 BRAZIL—Rudolf Demuth, Rua Vigario Jose Ignacio 153, lo. andar, sala 116, Porto Alegre, Rio Grande do Sul, is seeking representation of manufacturers dealing in spark plugs, fan belts, gaskets, general motor parts, water pumps, and machinery in general. In the accessory line, is interested in representing manufacturers dealing in automotive lamps, tools for motor repair work, fog lamps, tail lamps, etc.

6313 EL SALVADOR—Jorge F. Ungo and Rafael Gonzalez Marin, both of San Salvador, are seeking representations of foreign firms, manufacturers' agents, or forwarding agents.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6536—L & L DISTRIBUTING COMPANY, INC., 303 Fifth Avenue, New York 16, New York, would like to represent local manufacturers in the New York area.

D-6537—PERL-OUSSANI MACHINE MANUFACTURING COMPANY, 68 Jay Street, Brooklyn 1, New York seeking a representative or sales organization in this state for their filling, emptying, cleaning and cap screwing machines and apparatus for cosmetics, perfumes, toiletries, pharmaceuticals and chemicals. Would call on pharmaceutical, perfume manufacturers, food producers and similar lines of business.

D-6538—HARRY J. WINDMILLER & COMPANY, 1704 Carlton, Fort Worth 7, Texas, interested in representing local manufacturers in Texas, Oklahoma, Louisiana, Arkansas and New Mexico.

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Calendar* of Northern California Fairs 1947

(Dates are tentative)

Feb. 20-23—Riverside County Fair & Date Festival, Indio.
Apr. 26-28—Chowchilla Junior Fair, Chowchilla.
Apr. 29-May 4—California Spring Garden Show, Oakland.
May 1- 4—Merced County Spring Fair, Los Banos.
May 4- 6—Dixon Agricultural Fair, Dixon.
May 9-12—Salinas Valley Fair, King City.
May 16-18—Calaveras County Fair, Angels Camp.
May 22-25—Third District Fair, Chico.
June 14-15—Livermore Rodeo, Livermore.
July 4- 6—Calistoga Fair & Horse Show, Calistoga.
July 19-26—Sacramento County Fair, Galt.
July 25-27—Sonoma-Marin Agricultural Fair.
Aug. 2- 9—Sonoma County Fair, Santa Rosa.
Aug. 8-10—Contra Costa County Fair, Antioch.
Aug. 11-17—Stanislaus County Fair, Turlock.
Aug. 12-17—Humboldt County Fair, Ferndale.
Aug. 14-17—Napa County Fair, Napa.
Aug. 15-17—Placer County Fair, Roseville.
Aug. 15-17—Plumas County Fair, Quincy.
Aug. 16-24—San Joaquin County Fair, Stockton.
Aug. 19-24—Lassen County Livestock Show, Susanville.
Aug. 20-24—Del Norte County Fair, Crescent City.
Aug. 22-24—Amador County Fair, Plymouth.
Aug. 23-24—Trinity County Fair, Hayfork.
Aug. 28-31—9th District Fair, Eureka.
Aug. 28-31—Yolo County Fair, Woodland.
Aug. 27-28—San Francisco Flower Show, San Francisco.
Aug. 30-Sept. 1—Inter-Mountain Fair of Shasta County, McArthur.
Aug. 30-Sept. 14—California State Fair, Sacramento.
Sept. 5- 7—Siskiyou County Fair, Yreka.
Sept. 5- 7—Modoc County Fair, Cedarville.
Sept. 9-14—Merced County Fair, Merced.
Sept. 10-13—Tuolumne County Fair & Horse Show, Sonora.
Sept. 11-14—Monterey County Fair, Monterey.
Sept. 11-14—Butte County Fair, Gridley.
Sept. 11-14—Shasta County Fair, Anderson.
Sept. 11-14—16th District Fair, Paso Robles.
Sept. 12-14—Mariposa County Fair, Mariposa.
Sept. 15-21—Santa Clara County Fair, San Jose.
Sept. 16-21—Tulare-Kings County Fair, Tulare.
Sept. 17-20—Glenn County Fair, Orland.
Sept. 18-20—El Dorado County Fair, Placerville.
Sept. 19-21—Lodi Grape & Wine Festival, Lodi.
Sept. 19-21—Peach Bowl Festival, Yuba City.
Sept. 19-Oct. 4—San Mateo County Fair, San Mateo.
Sept. 23-28—Kern County Livestock Show, Bakersfield.
Sept. 24-27—Colusa County Harvest Festival, Colusa.
Sept. 26-28—Tehama County Fair, Red Bluff.
Sept. 30-Oct. 5—Fresno District Fair, Fresno.
Oct. 2- 5—Santa Cruz County Fair, Watsonville.
Nov. 14-22—Grand National Livestock Exposition, San Francisco.

*For further information, write to: Western Fairs Association, Inc., 917 Seventh Street, Sacramento 14, Calif.

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San Francisco Bay Area Outlook for Business and Industry

December, 1946

Research Department — San Francisco Chamber of Commerce

• GROWTH

The Bay Area business and industrial growth during the first postwar year has been healthy and sound. Nearly all lines of trade and industry are expanding to serve new markets. National observers select this area to rank with the highest potential growth regions in the nation and proclaim compelling evidence that the outlook is excellent.

A few brief measurements of the present status of this area against the prewar level reveal startling growth. The Nine Bay Counties population, now estimated at 2,600,000, is nearly 900,000 or 47% above the 1940 level. Income of Bay Area residents for 1946 is estimated well over four billion dollars. Retail trade will amount to more than 2.3 billion dollars. Although 1946 retail prices will average about 51% above prewar level, sales are up three and one-half times. Wholesale trade is estimated at about 4.3 billion dollars, and while 1946 commodity prices at wholesale will average about 46% above prewar level, the volume of sales has more than doubled. Financial transactions, measured by bank debits to individual accounts in the Bay Area, will total about thirty billion dollars for 1946, or 46% above the prewar level. Civilian employment is estimated to be one-quarter million above 1940, while wages in the manufacturing industries alone, during 1946, are estimated at one-quarter billion dollars, or more than double the 1940 level.

Astounding as Bay Area growth has been since 1940, prospects for continued expansion and development are excellent because of the widely diversified requirements of the greatly expanded market which includes a resident population nearly half again that of prewar years.

• EMPLOYMENT

The outlook in the Bay Area for civilian employment is exceptionally good with many unfilled openings in several skilled building trade, clerical and semi-professional lines. Estimated civilian employment for the San Francisco Bay industrial area at the close of 1946 was about 9% above the spring level and surpassed the prewar level by nearly one-quarter of a million people. Employment in the Bay Industrial Area is now estimated above the closing months of the war. The estimated present level of approximately 800,000 is only about 6% below the all-time peak during the mid-war period in 1943 when shipbuilding was at its highest. The trade and service activities, including personal employment, have experienced the greatest growth with shipbuilding experiencing the heaviest decline. There also has been some improvement in the construction field.

With one or two exceptions, the pattern by industrial groups in the Bay Industrial Area at the end of 1946 probably will nearly approach the pattern in the prewar year of 1940, which by industry groups was as follows: agriculture 2.8%; construction 3.5%; government 9.3%; manufacturing 20.7%; mining 0.2%; trade services 49.3%; transportation, communications and utilities 10.8%; and unclassified 1.6%.

Throughout California the number of people filing unemployment claims with the State shrunk this year from a peak of 475,000 jobless in March to 186,000 in December and the Bay Area is no exception in this trend. Although the Bay Area contains about 29% of the insured workers of the State, both the December total claims on file and the compensable claims were only 18% of the State total.

In the manufacturing industries in the San Francisco Bay Industrial Area, the average weekly earnings are about 10% above last year during final quarter of 1946, and the average hours worked per week at 40 are nearly identical to the same period last year.

During the year the Bay Area, as well as other regions of the nation, was handicapped by work stoppages—the effects of which reached far beyond the immediate groups concerned. But despite these handicaps, a high level of production was maintained generally and it appears at the close of the first full year of activity in the postwar period that early prognostications of excessive unemployment in the Bay Area and California during the reconversion period were greatly in error. This in spite of an influx of some 20,000 out-of-state people per month who have poured into the State during this year.

• MANUFACTURING

Big name industries are blazing new trails to western markets and bringing to the Bay Area and California opportunities for an integrated industrialization. The **U. S. Steel Corporation** is investing $100,000,000 alone in its new western development. Of this about $66,000,000 is in Geneva, Utah and $25,000,000 at Pittsburg in the San Francisco Bay Area. A check of one hundred Bay Area industrial firms announcing expansions or new developments tied into the postwar period reveal total anticipated expenditures of $125,000,000. The 30 largest establishments account for an outlay of $100,000,000 with two of them, the **Columbia Steel Co.** and **Fibreboard Products,** accounting for nearly one-third. There

were 20 establishments with expenditures ranging between one-half to one million dollars. Their total outlay amounts to $12,000,000. Another $12,000,000 outlay was set up by 50 establishments ranging between $100,000 and $500,000. Following is a list of some of the big industries in the Bay Area which reveals their outlays and also the wide diversification of activities:

Columbia Steel Co., $25,000,000; Fibreboard Products Inc., $24,000,000; Johns-Manville Sales Corp., $7,000,000; The Paraffine Companies, Inc., $4,500,000; Campbell Soup Co., $4,500,000; American Radiator & Standard Sanitary Corporation, $3,500,000; Grain Industries, $3,000,000; Shell Chemical Co., $3,500,000; Blakes of Berkeley, $3,000,000; United Air Lines, $3,000,000; Tidewater Associated Oil Co., $2,500,000; Leslie Salt Co., $1,075,000; Marchant Calculating Co., $1,500,000; H. J. Heinz Co., $1,000,000; General Electric Co., $1,000,000; Blaw-Knox Co., $1,000,000; Butler Packing Co., $1,000,000; Pacific Can Co., $1,000,000; Colgate-Palmolive Soap Co., $1,000,000; International Mineral & Chemical Co., $1,000,000; Pacific Tire & Rubber Co., $1,000,000; Rainier Brewing Co., $1,000,000; Westinghouse Electric Co., $1,000,000.

About 40% of these big industrial projects can be traced to food and related industries which are stepping up capacities to serve the new markets in the Bay Area and the West.

The food industry projects in and around the Bay Area with outlays of a million and more are:

• **Campbell Soup Co.,** which moves into western manufacturing for the first time with a $4,000,000 soup plant in 130 acres at Sacramento. **H. J. Heinz Co.** is operating its new cannery on 75 acres at Tracy. **Butler Packing Co.** a new million dollar plant on 10 acres at Oakland; **Sperry division of General Mills,** $2,000,000 breakfast food plant at Lodi; **International Mineral & Chemical Co.,** monosodium-glutemate plant, using sugar beet pulp, San Jose, $1,000,000; **Beechnut Packing Co.** enters the West for the first time too, with an $800,000 baby foods plant at San Jose.

Among beverage plants are B. Cribari & Sons Winery, San Jose, and Rainier Brewing Co. expansion at San Francisco, $1,000,000 each; Liberty Winery, Lodi, $375,000; Community Grape Corp., Lodi, $260,000; General Brewing Corp., San Francisco, $325,000; Coca-Cola bottling plant, San Mateo, $1,000,000.

• **Colgate Palmolive Soap Co.** is in the list for a million dollar five-story addition to its Berkeley soap plant; **Leslie Salt Co.** for a $1,075,000 expansion of its Alviso works. **Blakes Restaurant** of Berkeley has bought an 8-acre site at Davis to pack frozen, precooked meals.

The postwar construction boom accounts for many industrial expansions, notably the Paraffine Co. $4,500,000 expansion; American Radiator & Standard Sanitary Corp. $3,500,000 plumbing supplies plant at Richmond; a Johns-Manville 20,000-ton paper mill at Pittsburg, and a $100,000 Oakland expansion in furniture by National Automotive Fibres, Inc.

Concentrated in the San Francisco Peninsula as far south as San Jose are **Blaw-Know Corp.** of Pittsburgh, Pennsylvania, which purchased a 26-acre Santa Clara site for a million-dollar food processing and road building equipment plant; **General Electric** giant motors plant authorized at San Jose; **Gar Wood Industries** $750,000 earth-moving equipment plant for Sunnyvale; **Woolridge Manufacturing Co.** $400,000 Sunnyvale expansion in earth-moving equipment plant; **Oregon Woodwork,** $300,000 Santa Clara plant for packaged mill products.

Oil and chemical industry projects are led by Standard of California's $7,000,000 of improvements at Richmond; Tidewater Associated Oil Co., Avon, $2,500,000; Shell Chemical Co. $1,000,000 Pittsburg expansion in ammonia and ammonia sulphate.

• **Eastman Tag & Label Co.** is listed for a $400,000 plant at the new Parr industrial division of Richmond, and **U. S. Envelope Co.** for a half-million dollar new plant at Emeryville; **Schlage Lock Co.,** San Francisco, $450,000 for new equipment and construction.

As further indication of the magnitude of the industrial development in the Bay Area, the 1946 number of new projects and expansions alone will reach over 1000 with outlays of nearly $125,000,000 compared to 700 in 1945 with outlays of $118,000,000. This continual flow of new outlays in the postwar period in the industrial field is supplementing and augmenting a well diversified field which in prewar accounted for nearly 4,500 manufacturing establishments with an output of better than a billion dollars in 1939.

In recognition of the tremendous opportunities in the apparel market and the apparel industry on the West Coast, a group of leading garment manufacturers and designers in San Francisco formed a cooperative venture to centralize "needle trade" operations in one project known as "Apparel City." Construction is now under way on this ultra-modern $7,000,000 multiple-building manufacturing center, located on a 34-acre site in the heart of the industrial area in San Francisco on one of the major boulevards. It is about a ten-minute ride from the heart of the San Francisco business district. When completed it will provide over one hundred million square feet of sunny, well-ventilated working space for from ten to fifteen thousand workers engaged directly in the apparel trades. Provision is being made for offices and services including doctors, dentists, beauty parlors, banks, cafes, service stations, auto repair shops, cable offices, delivery service, a post office, travel reservations for air lines and railroads, and cleaning establishments. Recreation facilities are being provided which include a spacious swimming pool.

• WORLD TRADE

San Francisco Bay has long been the dominant shipping center on the Pacific Coast in world trade. Wartime activities brought about considerable development in various industries. These new developments will make possible a great variety of exports through San Francisco Bay ports. Basic industries established here will consume a larger volume of imported raw materials. It is generally thought that the Pacific Era has arrived. Economic and commercial developments of the countries around the Pacific Basin will take on a new impetus. The rehabilitation of the Philippine Islands, the industrialization of the Far East, and the re-establishment of business and facilities of other countries will mean tremendous orders for products. The western part of the United States is now in better position than ever before to supply the increasing needs and requirements. The bulk of these products unquestionably will move through the Bay Area ports because of the leadership in banking, insurance, shipping facilities and trade development here. Some of the steps already organized to develop a greater two-way Pacific trade include:

The work of the Far East-American Council of Commerce and Industry in bringing together business and industrial interests to help develop business with India, Burma, Japan, Korea, the Philippines, Indo-China, Thailand, Malay and Indonesia. The World Trade Center, a proposed forty-million-dollar project for San Francisco, is reported unquestionably feasible by an expert conducting the investigation in behalf of the State Harbor Commission. San Francisco Bay Area holds the key position for serving the entire West. It is the western capital of finance, insurance, management and transportation by rail, air and steamship. It con-

tains one of the world's greatest natural harbors. Thus a World Trade Center established here can be helpful in the fuller industrialization of the entire West through expeditious handling of its commerce.

Also headquartered in San Francisco are a number of great construction firms brought here during the war to build Pacific bases. They are now negotiating to help rebuild much needed facilities in the countries in the Pacific Basin. Philippine trade, always an important factor to San Francisco Bay Area, is approaching the normal pre-war volume.

Since much of world trade success today is dependent upon international trade policies, recent steps taken by the State Department are considered important. It has set April 1947 as the probable date on which reciprocal trade negotiations will be carried on between the United States and some eighteen participating nations including Australia, Belgium, Brazil, Canada, Chile, China, Cuba, Czechoslovakia, France, India, Lebanon, Luxembourg, Netherlands, New Zealand, Norway, Union of South Africa, Union of Soviet Socialist Republics and the United Kingdom.

Provisions have been made also by the United States for implementing and expanding world trade to supply nearly twenty billion dollars in foreign exchange and credit to foreign nations for economic recovery and expansion; three billion dollars for the Export-Import Bank loans and credit; 3.75 billion dollars credit to the British Government and six billion dollars to the International Bank for reconstruction and development, and the international monetary fund; also several billion dollars credit for lend lease inventories, pipe lines, and sale abroad of surplus property on credit.

• AVIATION

San Francisco International Airport, recognized as one of the world's major airports which carried unprecedented wartime load of passengers and cargo traffic, enters an era of peace with a twenty-million-dollar modernization and expansion program designed to serve the air age as a major passenger, cargo, and "mail gateway" for world commerce. Offices are maintained here by five major air lines, four of which offer regular scheduled service, linking the Bay Area to the rest of the United States and the world. Charter air services, fixed base operations, flight training, airplane repair and maintenance, and distribution and sales of airplanes are services available through the ever-expanding network of smaller airports in this area intended to meet the needs of private plane owners. This area is the major West Coast gateway to the Far East, and is the base for operations for two airlines offering regular scheduled service to the Hawaiian Islands, the Philippines, Australia and the Orient.

Some of the recent developments included United Air Lines' selection of San Francisco International Airport as its system-wide repair and maintenance base; Pan American Airways' expansion of the Pacific-Alaska headquarters base at the Airport; Slick Airways' (largest of the non-scheduled freight carriers) establishment of a base here; Pacific Airlines, an intra-state carrier, started service out of San Francisco; and Southwest Airways Inc., recently granted a West Coast feeder line route by Civil Aeronautics Board, has decided to base 250 employees at San Francisco.

The rapidly increasing trend of air traffic in and out of the Bay Area is portrayed by San Francisco Airport traffic. During 1946 estimated planes in and out of the Airport totaled 54,000 or 2.7 times the 1940 traffic; and passengers on and off planes in 1946 reached an estimated 866,000 or nearly 8 times the 1940 traffic. The 1946 traffic was up about 59% and 93% respectively for the preceding year.

• CONSTRUCTION

The San Francisco Bay Area in both real estate sales and private building construction chalked up one of the great years in its history during 1946. The value of real estate sales in San Francisco established an all-time high. Construction contracts for San Francisco Bay Area will probably add up to nearly $270,000,000 for the full year 1946. The market for permanent housing today in the Bay Area is very large and is growing with each passing month. At present there is need for about 144,000 additional new permanent dwelling units in the Bay Area (Nine Counties) to accommodate the present population on the basis of the prewar ratio of dwelling units to population. Assuming an average cost per dwelling unit of $7,000, here is a ready-made-market for $1,000,000,000 of construction.

California construction contract awards estimated by State officials based on analysis of the first eight months were distributed as follows: Public construction 30.2% and private 69.8%. Public construction included public works 24%; public housing 3.4%; and public buildings 2.8%. Private construction showed 35.5% for residential, 13.6% for industrial and 20.7% for commercial and others.

With most of the building program of the nation being funneled from a spigot during the war years and up until late in 1946, the outlook during the year just ahead with most restrictions removed will bring many changes in the field of construction, including building materials and supplies. Those close to the field in the Bay Area foresee good possibilities for completing homes in much less than the 10 months average experienced under the many handicaps of restrictive regulations.

On the larger horizon of the Far Western Regional Market, reports indicate total contracts around $1,480,000,000 for the first 50 weeks of 1946, compared to $814,000,000 for 1945. Opinion was expressed that probably around $20,000,000,000 of western construction is needed now, not including buildings. Based upon these estimates of the visible needs, it would take about 10 years and $2,000,000,000 a year; then probably by that time as much again would be lined up for future years.

• UTILITIES AND OTHER PUBLIC IMPROVEMENTS

Big expansion programs by the major public utilities serving the Bay Area got well under way and others were announced during 1946 to provide additional facilities and services for the increased population. The **Pacific Gas & Electric Co.**, which serves the Bay Area and Northern California exclusively, has announced a 2-year $160,000,000 construction program because "the present and future prospective demands compel it to make this enormous expenditure."

Pacific Telephone and Telegraph Co., with Pacific headquarters in San Francisco, recently announced a $330,000,000 program for plant additions on the Coast during the next two years, representing a revision upward of many million dollars to take care of the tremendous operations growth.

The Public Utilities Commission of San Francisco is planning to spend $55,000,000 in new water supply pipe lines from Hetch Hetchy, for reservoirs, pump works, and other facilities and expansions during the next ten years. The East Bay Municipal Utilities also anticipate large expenditures and are already constructing new pipe lines from the Sierra to the East Bay for additional water supply, and have approved a $25,000,000 bond issue for sewage and waste disposal facilities.

In addition it has been estimated that it will require approximately $700,000,000 and a 10-year program in the Bay Area to bring the street and highway system up to required standards. These are only a few of the big items among the many facilities which must be enlarged and expanded to meet the backlog of demands and to provide services for the new population. Other improvements facing similar problems include freeways, bridges, interurban street car lines, school buildings and other public facilities.

• AGRICULTURE

The Bay Area is fortunately a part of and is bounded by four of the major agricultural regions of California, which include the North Coast, the Central Coast, the Sacramento Valley and the San Joaquin Valley. These regions account for 68% of the number of farms and 78% of the farm acreage of the state. Cash farm income from the principal crops and livestock items in these regions contiguous to and including the San Francisco Bay Area account for about 68% of the State's annual farm income, or about one and one-quarter billion dollars.

Basic relation between the Bay Area and these agricultural regions is indicated by the fact that here in the Bay Area cluster regional headquarters of some twenty-eight Federal and State agricultural agencies; the sales and financial headquarters of other related industries; research laboratories; and export offices necessary for the wide distribution of the agricultural products of these regions. All of these facilities are of vital importance in moving the products to the ultimate consumer.

New agricultural developments are under way in the Great Central Valley, which is tributary to the Bay Area. The Central Valley Project is a long-range water conservation multi-purpose program amounting to nearly four hundred million dollars. Approximately one hundred sixty million dollars have been expended and other large amounts are authorized. When ultimately completed, it will bring several million acres of additional fertile land under irrigation in the Sacramento and San Joaquin Valleys. It is expected that about 500,000 acres will be irrigated for the first time and bring additional water to a million and one-half acres, permitting more intensive farming and making possible about ten thousand more farms—mostly in the San Joaquin Valley.

• RETAIL TRADE

Retail sales this year to the expanded population of the Bay Area are estimated at $2,342,000,000 or nearly $400,000,000 above 1945 and 3.6 times the prewar level. Latest reports from the State Board of Equalization reveal about 58,000 retail outlets in the Bay Area, or 25% of the State's total.

A recent survey by State officials indicates that many additional opportunities are available in the retail and service fields throughout the State. Since V-J Day the State has gained 32,000 sales outlets or 25,000 above the peak in 1941, but the total is still 35,000 below the number required to bring back the pre-Pearl Harbor ratio of outlets to population. The Bay Area contains 35% of the State's new population since 1940, and Northern California 49%; thus, in round estimates, there are opportunities for some 12,000 sales outlets in the Bay Area and 17,000 in Northern California. Retarded during the war years, the demand for these sales outlets are natural in the face of a 46% increase in population in the Bay Area and 34% increase in the State.

• SAN FRANCISCO BAY AREA-MULTIPLE MARKET AND DISTRIBUTION CENTER

Bay Area estimates on January 1, 1946 indicate the combined resident civilian and military population was 2,543,700, while in 1940 the Bay Area population was 1,734,308—representing a gain of 808,792 over 1940. This was the nation's greatest metropolitan gain. Two-thirds of the entire population of the nine Bay Counties live within a single integrated area comprising eleven contiguous central cities and embodying only 138 square miles of land. The civilian resident income in this area during 1946 was estimated at about $4 billion, while sales at wholesale amount to about $4.3 billion.

The San Francisco Bay Area ranks among the foremost distribution centers of the nation with unexcelled communications services, quick deliveries and low distribution costs. A vast transportation network including transcontinental rail and highway facilities, air transportation service and steamship lines converge in San Francisco, bringing unexcelled transportation to local industry and business. San Francisco's fortunate geographic position on the Pacific Coast, combined with the excellent distribution facilities and one of the finest communication systems in the world, make it possible for business and industry loca ed here to serve a larger portion of the Western Market at lower distribution costs than exists in any other Pacific Coast city.

San Francisco Bay Area, the financial and insurance capital of the West, is the nation's second most important financial center. Seven of the nation's one hundred largest commercial banks are located in San Francisco. The Federal Reserve Bank of San Francisco is the headquarters of the Twelfth Federal Reserve District, and ranks third in volume of business among all districts in the United States measured by bank debits. Many hundreds of firms with national reputations have established their Western headquarters in San Francisco and some their national headquarters, including railroad and banking systems of world rank. Today San Francisco is the headquarters of the largest bank in the world. The San Francisco Stock Exchange has moved next to the top of regional Exchanges in the nation. The expeditious handling of widely diversified transactions has contributed greatly to sound industrial and trade relations between San Francisco and the Western Regional Market.

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